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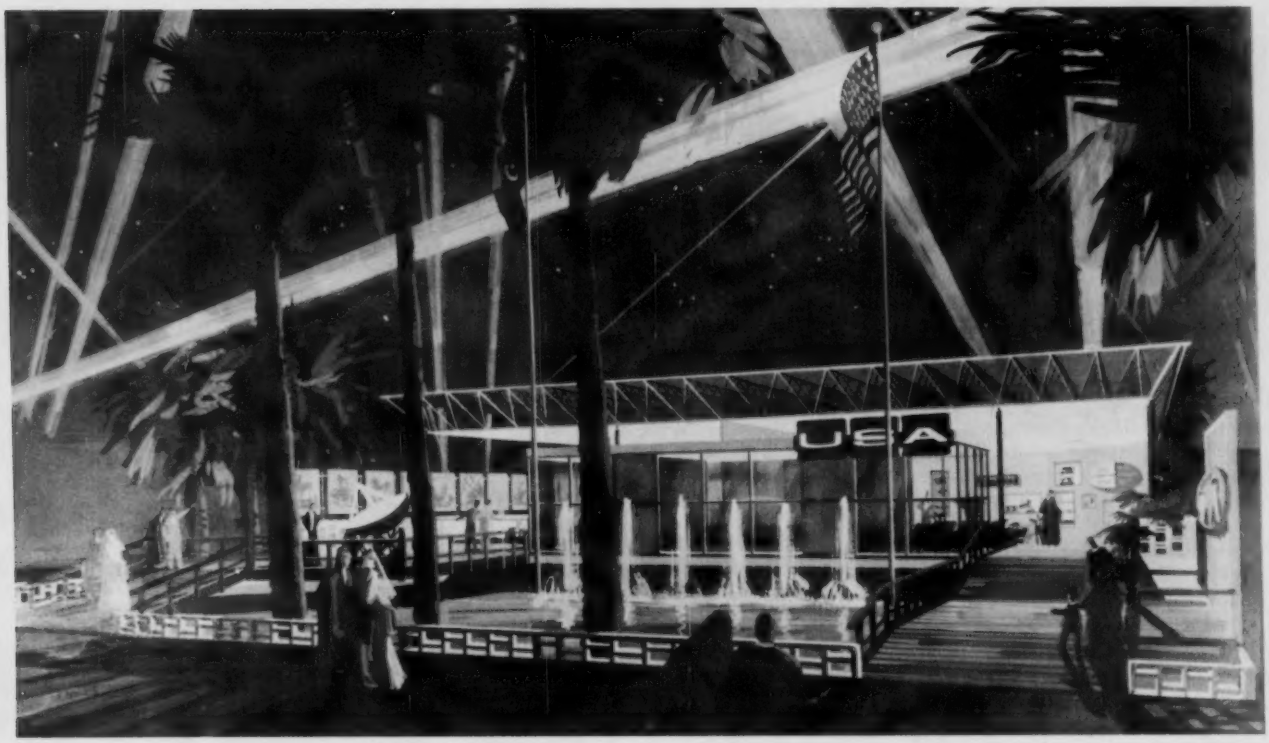
Libyans Throng To See U.S. Exhibition At Tripoli Trade Fair—Page 331



U.S. Exhibition at Tripoli Trade Fair (artist's conception).

IMF Borrowing To Strengthen World Payments System—Page 332

Foreign Commerce Weekly

U.S. Department of Commerce

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Assistant Secretary for International Affairs

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Need for New Trade Legislation Stressed at Chicago Conference

FOUR reasons why new international trade legislation is necessary to the welfare of the United States were stressed at the International Operations Conference of the 1962 Pharmaceutical Manufacturers Association Central Regional Meeting in Chicago.

Jack N. Behrman, Assistant Secretary of Commerce for International Affairs, in stressing these reasons, asserted that the Administration's new trade program is needed to:

- Widen opportunities for trade abroad and create jobs and profits at home.
- Help reduce the U.S. balance-of-payments deficit.
- Counter the Sino-Soviet economic thrust.
- Forge still stronger ties with our friends and allies throughout the Free World.

Increased Exports Hold Key

Secretary Behrman said that increased exports hold the key to solution of many of our most serious international problems; that the trade legislation proposed by the President can provide "the environment and the framework" for such increases.

"The President's program is a reasoned and reasonable attempt to adjust U.S. international trade activity to a changing world, and permit our industries to compete effectively for an ever-greater share of the world's commerce," he stated.

He said also that major world market changes had made a new U.S. approach imperative. Among these changes are the growth of regional economic associations such as the Common Market, the Communist trade offensive, and the changing patterns, of production in the developing nations.

"The group of countries known as the Common Market will be developing behind a common external tariff. This common external tariff becomes essentially preferential; behind this external tariff, nations which are still separate will be trading more and more freely, to the point where early in 1970 they will be trading entirely without barriers. Meanwhile, the United States and other outsiders will be facing this market over tariff walls which in many instances are still higher than those we impose against foreign goods coming into our own country," he declared.

REGARDING the stepped-up trade and aid campaign of the Russians and the Chinese communists, Dr. Behrman said: "It is not enough for us to feel it unwise for the less developed nations to link themselves economically to the Sino-Soviet bloc. We must fashion a whole host of our own enticements to encourage the establishment and strengthening of ties to the United States and to the Free World. In the military field, we are committed to a posture of defensiveness. We will not attack unless attacked. But in the world trade field, we need feel limited by no such restraint. We can—we must—mount a historic trade offensive, and President Kennedy's recent proposals are designed to give our business community and our nation the weapons with which to fight effectively."

Trade Expansion Act a Means

But the Trade Expansion Act of 1962, Secretary Behrman cautioned, "is a means, not an end. It can be a stimulant to our economy, but only if we take advantage of its provisions by doing a more effective job of evaluating our products in terms of markets abroad, and then selling those markets with the same imagination and aggressiveness we employ here at home.

"The consequences of failure to do just this, I think, are apparent. We cannot stand still economically while the rest of the world moves ahead. Nor can we simply sell and never buy. Reciprocal trade, to be effective, must be reciprocal. It must be a two-way avenue. If it is—and it is up to each of us to make sure that it is—it can be an unparalleled stimulant to our own economy and to the standards of living of our Allies," he said.

"I think the President's proposals will go far toward creating a climate in which this kind of international exchange can be carried on. But I don't believe we can afford to simply change the law and let it go at that.

"Unless all of our business people begin to think of export markets as important, primary markets—unless we are willing to devote the same amount of time and talent abroad as we do at home—we will be losing the great advantage which the President's program will provide. And this our nation cannot afford to do."

Increased international trade, Dr. Behrman added, "will serve both the national interest and the interests of business. The two have never been closer."

Most Important Job To Increase Exports

Commerce Field Offices To Expand Foreign Trade Services in 1962

By Roy L. Morgan

Director, Office of Field Services

"THE most important job of the Field Offices in 1962 is to help increase American exports, by giving all possible aid to U.S. business firms in starting or expanding their export operations."

This plain talk came from Secretary of Commerce Luther H. Hodges on January 22. He was addressing the managers of the Department's 34 Field Offices, gathered for their annual conference in Washington, D.C.

In saying this, Secretary Hodges was not launching a new program. He was emphasizing the present need to expand and improve the services the Field Offices have been furnishing for years to American companies. He was urging the managers to devise new ways of serving these companies—new methods of providing useful, practical information and guidance. He was telling the managers to seek out those U.S. firms, large and small, which have never exported their products, point out the untapped opportunities waiting for them in foreign markets, and help them to get started in the export field. He was emphasizing also that this export expansion job must come first on each manager's agenda, and must be given all the time and effort that can productively be devoted to it.

Roy L. Morgan

As the Secretary stated, the Commerce Department's 34 Field Offices have a vital part to play in the nation's export expansion program. They are determined to carry out that responsibility fully and effectively.

But the role of the Field Offices is—and must remain—a supporting role. They are not business firms, and they cannot produce or export American products. They can only encourage, assist, and support those U.S. companies who have the vision and imagination to recognize the great potentials of export trade, and the determination to secure their share of its benefits.

To these forward-looking American businessmen, the Department's Field Offices can render valuable assistance and support. I hope they will avail themselves of the services available from their own Field Office, and utilize the services of the Field Office staff.

UNCOUNTED numbers of American firms can testify that their own Field Office provided the information, guidance, and assistance that enabled them to get started in the foreign trade field. Many other companies have stated that this assistance was largely responsible for their success in this field. Still others have told us that the important foreign trade information they receive from their Field Office is a valuable aid in the operation of their export programs. Here are a few specific examples:

- A Massachusetts leather firm credits the Boston Field Office for assistance that has increased the company's exports to 80% of its total volume.
- A small Florida pharmaceutical manufacturer, with the help of the Miami Field Office, now is exporting to 12 European countries. After only 8 months of export operations, it plans to increase its work force from 25 to 100. A lead in Foreign Commerce Weekly has just resulted in a $50,000 yearly contract with a Korean firm.
- After aid by the Chicago Field Office and displays at oversea trade fairs, the export business of an Illinois machinery manufacturer increased from 10% of its total sales in 1960 to 25% in 1961, and is expected to rise to 50% by 1963.

At each of the 34 Field Offices, the same experienced business specialists who assisted these companies can aid your firm. With years of experience in international commerce, they stand ready to serve you, and to supplement your own foreign trade department if you have one.

Our Field Office specialists can furnish you practical information and guidance on virtually all aspects of export and import operations. They can inform you of many specific trade opportunities existing in foreign countries. They can spell out for you the steps necessary to begin your foreign trade activities. They can suggest techniques of increasing your export business and making it more profitable. They can counsel with you on specific problems, and if necessary obtain further help from Washington or elsewhere. They can make certain that you receive all the information and assistance available from both public and private sources in the United States.

More specifically, the Field Office specialists can give you full information, guidance, and assistance on:

- Foreign markets for U.S. products and services.
- Economic facts on foreign countries.
- Foreign buyers and suppliers.
- Firms with marketing facilities in foreign countries.
- Trade and investment opportunities abroad.
- Foreign government procurement in the United States.
- Government financing aid to exporters and importers.
- Quotas and tariffs on exports and imports.
- Export and import licenses.
- Foreign exchange regulations and procedures.
- Export and import statistics.

The Field Office staff is also prepared to explain and help you participate in the

(See Services, page 368)

Needed: *Businessmen To Promote Trade Relations With Republics of Middle Africa*

SIX American businessmen, specialists in certain fields, are needed to serve on a U.S. Trade Mission to the Central African Republic, and the Republics of Cameroon, Chad, Congo (Brazzaville) and Gabon.

The Mission, headed by a U.S. Department of Commerce official, will depart April 28 to work for 7 weeks in the principal commercial centers of each country.

Businessmen invited to serve on the Mission will be brought to Washington in early April for a week of briefing and orientation.

If you qualify for any of the specialties listed below you are invited to write in detail to Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C., or to any Department of Commerce Field Office.

Candidate Specifications

Highly qualified business leaders in the areas of small-scale industries, international financing, foreign trade and licensing, industrial area development, lumber and wood products machinery, and farm cooperatives are sought for the Mission to the Central African Republic, and the Republics of Cameroun, Chad, Congo (Brazzaville) and Gabon. Within their areas of specialization the Mission members will promote trade, investment and licensing opportunities through general meetings, panel discussions and individual consultations with businessmen in each of the five countries.

Six businessmen with the following qualifications are needed to serve on the Mission (a knowledge of French is highly desirable):

Small-Scale Industries.—Experienced in establishment of various types of small and medium-sized industries. Thoroughly acquainted with U.S. sources for machinery and equipment for use in these industries and in their establishment and construction. Knowledgeable of spare parts requirements and the U.S. sources for same. Able also to estimate plant production for marketing output within Africa. Some types of plants economically feasible include: Fish processing; brewing and bottling; flour, bakery, confectionery products; plywood, pressed wood board, pulp and paper; clothing; bicycle assembly, metal furniture, nails, bolts; matches, plastics; dairy plants; brick works, small foundries; paint, ceramic, cement plants; charcoal plants, bagging mills. Person selected will be one with knowledge of most industries.

International Finance.—Qualified to discuss and advise on methods for financing international trading and investment operations, and requirements and considerations of financing institutions. Knowledge of U.S. private and governmental credit sources for U.S. business; able to discuss possibilities for attracting U.S. investors in joint venture for small and medium sized industries. Preferable qualification would be an official of a bank with foreign branches so as to be able to discuss role of U.S. banking operations in international financing and investment.

International Trader.—Familiar with aspects of international business activities. Should be broadly experienced with a wide knowledge of sources of supply in the U.S. of industrial products, producer and consumer goods, and knowledgeable of licensing practices. Well versed in foreign trade practices, customs details, documentation. Preferably with knowledge of U.S. markets for cacao, coffee, lumber, palm oils, medicinal plants and other African products. Familiar with selection of agents to represent American firms abroad.

Industrial Area Development.—Conversant with design, construction and operation of complete small-medium sized plants as part of an industrial complex, and sources in U.S. for equipment therein; inducements necessary to attract new firms to an area; the essentials of a favorable investment climate; details for establishing industrial estates, especially where diversified types are operating in one area; able to assess known resources and advise on their development, and experienced in presenting investment

(See Businessmen, page 368)

Want New Markets for Your Products?

A Trade Mission will present your business and investment proposals on its tour of five republics of Middle Africa

OVERSEA markets, new to American business in most cases, will be thoroughly explored and canvassed by a Trade Mission scheduled to depart late in April for the Central African Republic, and the Republics of Cameroon, Chad, Congo (Brazzaville) and Gabon.

Six American businessmen, each highly qualified and experienced in his field will act in your behalf in these five countries to help you to locate profitable export-import opportunities, agents or distributors for your products, licensing arrangements and joint venture investments.

These volunteers, on leave from their own companies, need only a letter from you describing your firm's interests for them to start work in your behalf.

These six men will be specialists in fields believed to be the most promising from the standpoint of building up trade, investment and other commercial relations between these countries and U.S. private business. They will be authorities on small-scale industries and their establishment, on financing international trade and investment, on international trade itself in industrial products, producer and consumer goods, on industrial area development, on lumber and wood products machinery, and on farmer cooperatives and supplies and equipment required for their operation.

A complete report on each business proposal submitted will be made to each firm submitting Business Proposals by the Director of the Mission prior to his departure from these countries, along with the names, addresses, and company affiliations of prospective customers or representatives.

The procedure is simple. You do not have to fill out a form. Answer these nine questions before April 1 by letter.

1. Do you now have business connections or are you represented in any of these countries (if you have an exclusive representative, the Trade Mission cannot locate another agent for you)? If you are represented, by whom and in which country(ies)?

2. Have you had previous business experience with these countries? Please enumerate countries.

3. What products do you wish to sell or purchase and in which countries? Or, what type of business transactions do you wish to make? Please describe products in detail.

(See Markets, page 352)

Model Kitchen, Sprinklers, Tractors Attract Throngs at Libya Trade Fair

L. Edward Scriven
Director, Bureau of International Business Operations

TRIPOLI.—Libyan Prime Minister Muhammed Ben Uthman was among the several hundred specially invited guests attending Tuesday's opening day ceremonies at the U.S. Exhibition at the Tripoli International Trade Fair.

The opening day events were highlighted by news of the successful triple-orbiting space flight of America's Col. John H. Glenn, Jr. Visitors showed intense interest in the U.S. Exhibition's full-scale model of a Mercury space capsule similar to the "Friendship 7" vehicle in which Col. Glenn made his flight.

The opening day events also included a colorful parachute drop of flags of the nations participating in the Fair.

Retired career Ambassador George V. Allen represented the United States at the ceremonies, held under bright and sunny skies in the spacious Tripoli fairgrounds.

IN keeping with the Libyan economy's well-defined need for a wide variety of capital and consumer goods, the U.S. Exhibition at the fair includes a great many exhibits ranging from a "model kitchen" to a small desalinization device designed to prepare potable water from salt water.

The U.S. Exhibition, developed after months of research into Libya's needs and market potentialities, includes goods made by more than 40 U.S. manufacturers as well as effective graphic displays of America's past and present assistance to the Libyan economy.

The achievements of the Agency for International Development (AID), for instance, are portrayed in terms of a successful, continuing land reclamation project at Wadi Cam.

Meanwhile, the successes of past American land-reclamation projects are projected in pictures and through narration, and by means of actual demonstrations of an American-developed portable sprinkler system.

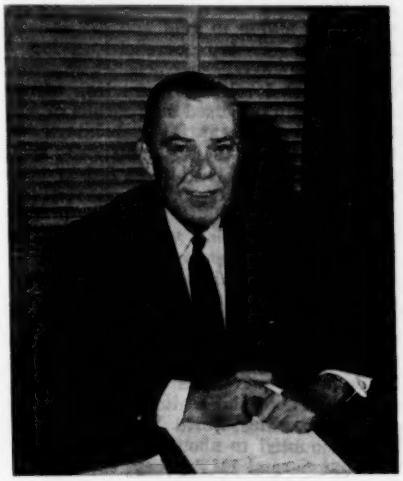
The sprinkler irrigation exhibit, prepared by the Irrigation Development Corp., an export-minded New York City firm, shows graphically how a small investment in equipment makes it possible for a farmer to irrigate a large soil area. Keys to the system are the aluminum "lateral" pipelines, which can be connected to a main water line to sprinkle-irrigate one part of a field, then be detached and hand carried to a new location, where they can be reconnected for the irrigation of another field area.

Farmers also are thronging to watch the demonstration of small but versatile American tractors, and a manually-operated press, with which two men can use common earth to produce enough building blocks in a week to complete a three-room house.

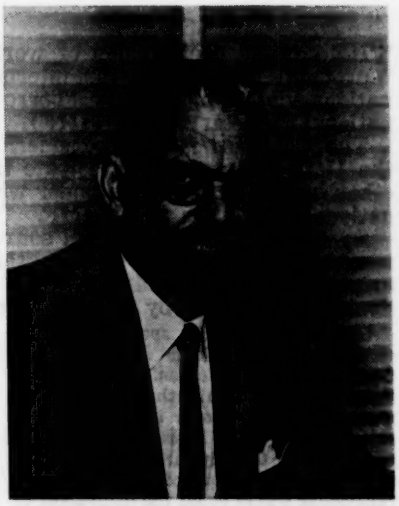
Libyans are watching demonstrations of American cooking in the model kitchen, furnished with a refrigerator and a stove powered by kerosene. These appliances—and others run by electricity—were chosen for their potential applicability to the burgeoning Libyan economy, now on an increasingly strong footing as a result of oil discoveries in the sub-Sahara.

WHILE the irrigation exhibit is designed to be of particular interest to Libyan farmers, three other exhibit areas are calculated to pique the curios-

(See Fair, page 352)



GEORGE V. ALLEN, retired career Ambassador, will represent the United States at "America Day" ceremonies at the opening of the Tripoli International Trade Fair.



L. EDWARD SCRIVEN, Director, Bureau of International Business Operations.

17 States Represented At Tripoli Trade Fair

American firms participating in the U.S. Exhibition in Tripoli, are:

Connecticut.—Remington Arms Co., Inc.; Bridgeport Beaver Industries, Inc.; and New Hartford Pitney-Bowes Inc., Stamford.

District of Columbia.—Automobile Manufacturers Association, Inc.

Illinois (Chicago).—Carson, Pirie, Scott & Co.; International Harvester Export Co.; Robertson Photo-Mechanix, Inc.; Sun Electric Corp.; and Zenith Sales Corp.

Illinois (Other than Chicago).—Marsh Stencil Machine Co.; and Belleville General Binding Corp., Northbrook.

Indiana.—Arvin Industries, Inc., Columbus; Kent Plastics Corp., Evansville; RCA Sales Corp., Indianapolis; and Thompson Ramo Wooldridge Inc., Michigan City.

Kansas.—The Coleman Co., Inc., Wichita.

Maryland.—The Black & Decker Mfg. Co., Towson.

Massachusetts.—Ammco Tools, Inc., Cambridge; Polaroid Corp., Cambridge.

Michigan.—Whirlpool Corp., Benton Harbor.

(See States, page 354)

Move To Bolster World Payments System To Benefit International Trade

By Eugene A. Birnbaum
International Finance Division, Bureau of International Programs

THE continued expansion of world trade would be encouraged by a proposal to backstop the international reserves of leading trading nations via supplementary "borrowing arrangements" for the International Monetary Fund (IMF).

The Congress is now considering legislation that would authorize the United States to participate in a special arrangement with nine other industrial countries under which the participants may lend their national currencies to the IMF.

By providing an additional source of financing to the IMF, the arrangement would serve to strengthen the Fund in its continued efforts to promote an expanding level of world trade under conditions relatively unhampered by exchange restrictions.

Under the plan, the special resources would become available for lending to the IMF only if an occasion arose which threatened to impair the world's payments system, and only if the IMF considered the level of its regular resources to be too low to fully meet the need. The total resources provided under the arrangement would equal the equivalent of $6 billion, to be subscribed as follows (amount equivalent in million U.S. dollars):

Belgium	150
Canada	200
France	550
Germany, Federal Republic	1,000
Italy	550
Japan	250
Netherlands	200
Sweden	100
United Kingdom	1,000
United States	2,000

Over the past 10 years the economic position of a number of European countries has been greatly strengthened, as reflected by a marked improvement in their gold and foreign exchange reserves. In the 10-year period ended 1961, official gold and foreign exchange reserves of the world outside the United States (excluding the Sino-Soviet bloc) increased by nearly $18 billion, of which European countries alone accounted for nearly $17 billion. The most notable increases have been those of Germany, nearly $6 billion; Italy, $2.6 billion; and France, $2.2 billion.

The improvement in Europe's gold and foreign exchange reserves is partly a manifestation of the deficits in the United States balance of international payments which occurred over this period; accordingly, there was a related $5.8 billion decrease in U.S. gold reserves, as official U.S. holdings fell from $23 billion at the end of 1951, to $17 billion at the end of 1961.

Recent Convertibility Moves

AS the reserve position of Europe has improved, the principal European countries have acted in a series of steps to remove restrictions on exchange transactions which had been imposed since World War II. Finally, in February 1961, they announced that they would accept the obligations of Article VIII of the International Monetary Fund Agreement; accordingly, these countries will no longer impose restrictions on payments and transfers for current international transactions without prior approval of the IMF, and they will redeem their currency in gold on demand, provided the currency has been recently acquired in settlement of current international transactions.

In fact, the principal European countries already had been doing this for more than a year prior to their declared adherence to Article VIII. By accepting the obligations of the Article, they took the additional step of relinquishing the legal right to resort unilaterally in the future to direct controls or restrictions on current transactions, or to refuse to convert balances of their own currency into gold on demand.

These moves have brought the reemergence of an era of relatively unhampered exchange dealings in the principle industrial countries such as has not existed for decades. While the new freedom of exchange convertibility has encouraged the expansion of international trade, it also has rendered more vulnerable the gold and foreign exchange reserve positions of the industrial countries, as they may no longer be protected by resort to direct exchange control measures and restrictions. Balance-of-payments fluctuations of increased severity are now possible, especially as short-term funds are now transferred between countries more readily in response to such factors as interest differentials and currency speculation.

Since the U.S. dollar continues as the most important medium of international payment and component of the rest of the world's foreign exchange reserve, the reemergence of free foreign exchange transactions, and the increased need of other countries for gold reserves, in depth, as a bulwark to currency convertibility, have also subjected the dollar to more volatile pressures. It is hoped, of course, that the export expansion program, and other measures designed to strengthen the U.S. balance of payments, will succeed in making it unnecessary for the United States to supplement its international reserves by drawing upon IMF resources. Nevertheless, it is only prudent to take the steps that may be required to assure that IMF resources will be available should they ever be needed.

Present IMF Resources Insufficient

ALTHOUGH on December 31, 1961, the Fund had available holdings of nearly $3 billion in gold and $12 billion in member country currencies, a large part of the currencies consisted of those of the less-developed countries, which cannot readily be used as a means of international payment. IMF holdings of the currencies of the ten industrial countries were about $6.6 billion, but of this amount U.S. dollars and pounds sterling accounted for $4.5 billion. In view of the pressures on sterling which culminated in a U.K. drawing on the IMF in June 1961, the IMF would generally avoid the use of its sterling for the purpose of financing drawings by its member countries. Therefore, on the basis of conditions as of December 31, 1961, IMF holdings of currencies which were of possible use to the United States without aggravating world payment problems amounted to about $1.6 billion.

Under normal IMF policy, the United States could, for the asking, count upon the Fund to make available to it $1.7 billion of its resources and the Fund would deal liberally with a request for an

(See Payments, page 343)

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Export sales taxes have been eliminated on live animals, raw hides and skins, meat, offals, and other meat byproducts. The tax was 10% on live animals and hides and skins, but 4% on meat and most offals.
- AUSTRIA.—Semperit, Austro-American Rubber Works, is negotiating licensing arrangements with Egyptian firm TRENCO, Transport & Engineering Co., Cairo, to build plant for production of bicycle tires and inner tubes in Alexandria. Similar project in India with Birla Trust of Calcutta is planned for automobile tire factory in Bengal.
- BAHAMAS.—Record 368,211 tourists visited Nassau and the Out Islands in 1961 compared with 341,977 in 1960, a modest increase of 7%. Bahamas Development Board expects another record year in 1962, especially in Out Islands.
- BELGIUM.—New foreign investments in 1961 reported 237 with total value at $133.3 million, of which 77 are American, at $79.6 million. Much of U.S. participation in form of equipment, assembly parts, patents, etc., not capital transfers.
- BERMUDA.—A record 170,622 tourists visited Bermuda in 1961, an increase of 12.7% over 1960.
- BRAZIL.—Over 18 billion cruzeiros (1 cruzeiro=US$.0032) will be spent on railway improvements throughout the country, according to National Department of Railroads.

  Government commission charged with encouraging development of tractor industry has made preliminary estimate that 10,598 units will be produced in Brazil this year.
- CEYLON.—Bilateral trade pact with Rumania calls for increased Ceylonese purchases of petroleum products and white sugar, and larger sales of rubber, coconut oil, and cocoa beans, with Rumania supplying petroleum products valued at $735,000 to pay for the Ceylonese products.
- CHILE.—Government has been granted a $25 million (100 million marks) credit by West German Government.

  Latin American Mines, Ltd., Toronto, will develop the Tuina copper mine in Antofagasta Province, planning production within 15 months. A $2.5 million plant is to be built capable of producing concentrates at rate up to 18,000 tons with fine copper content estimated at 3,000 to 4,500 tons annually. $1.5 million reportedly put up by two Japanese firms, Furukawa Mining Co. and Nissho Co., as advance on deliveries.
- FINLAND.—A 2,500-deadweight ferry will begin operating this summer between Hanko, Finland, and Travemunde, West Germany, capable of carrying either 18 truck trailers or 125 passenger cars. Trip is expected to take 33 hr. and will cut traveling time for trucks from Helsinki to Hamburg to 40 hr., about half the time now required when using the Turku, Stockholm, and Copenhagen route.
- FRANCE.—Bemis Bros. Bag Co., St. Louis, and French bag and packaging equipment manufacturer, Rigot-Stalars Fils, established common subsidiary, Compagnie

Continentale Bemis-Rigot. Rigot-Stalars' plant at Lille, which will be greatly expanded, has been taken over by the new firm to manufacture Bemis packaging materials.

Under new French law, automobiles purchased for business use cannot be amortized for the portion of purchase cost, including all taxes, above 20,000 new francs (approximately $4,000).

- FRENCH POLYNESIA.—Phenomenal growth of tourism reported, with increase from 1,100 in 1958 to 9,000 in 1961; 75% from U.S. in 1961.
- GABON.—Radio Mouanda-Franceville, Gabon's second radio station, is established in mineral-rich eastern area.
- GREECE.—Liquified petroleum gas unit of state-owned refinery began operation; production of 30,000 metric tons expected this year, of which about 50% to be consumed locally and remainder exported.
- GUINEA.—Brick factory near Conakry is being built by Yugoslavia under technical assistance program; factory will have capacity of 16 million bricks yearly.
- INDIA.—High public investment interest in joint Indo-American ventures has resulted in capital issue oversubscriptions. Highest in 1961 was collaboration involving Great Lakes Carbon, 125 times oversubscribed; others were Scovill Manufacturing, Goodyear Tire & Rubber, Mississippi Glass, and Mansfield Tire & Rubber.

  American Cyanamid Co. will establish a $2 million plant to produce malathion.

  Additional import quota of 33,000 bales (392 pounds net) of cotton 1-3/16 inch and above announced by India on January 19, bringing quota to 499,230 bales. Licenses valid for shipments through October 31, 1962.

  International Development Association extended $18.5 million to India to help finance installation of 140,000 kw. of new generating capacity and expansion of electric transmission facilities in Damodar Valley, one of the most heavily industrialized regions of India.
- INDONESIA.—Japan Air Lines will offer direct jet service from Japan to Indonesia and Garuda will extend its Electra service from Hong Kong to Tokyo, with both airlines making 3 flights weekly.

  Japan has agreed to grant credit of more than $1 million toward development of a nickel project in South Sulawesi, which will produce about 10,000 tons of nickel ore monthly.
- IRELAND.—American sulfur from the Gulf Coast will be utilized in recently opened $1.7 million sulfuric acid plant of Sulphac Ltd., which has annual capacity of 70,000 tons. Freeport Sulphur Co. of New York owns an interest in the new plant.
- ISRAEL.—Recent private prospecting in Negev area has established phosphate reserves of more than 25 million tons.

  Under agreement with Dayton Rubber International, a subsidiary of Alliance Tire Co. has been inaugurated at Or Akiva, near Caesaria, for manufacture of synthetic materials. Production in 1962 is expected to reach $800,000, of which $165,000 will be exported.
- ITALY.—O.ME.CA., new company formed by Fiat and Finmeccanica, has started construction of $6.4 million plant at Reggio Calabria to manufacture rolling stock for Italian State Railways. Initially plant will employ 1,000 persons; full production will be 15 railroad cars daily.

  Foreign trade in 1961 at record levels: Imports of $5.2 billion, up 10.5% over 1960; exports at $4.2 billion, up 15.8%.

  Piaggio & Co., of Genoa has started construction of PD-808 Vespa-Jets in partnership with Douglas Aircraft Co., Inc., at its Finale Ligure plant. Douglas' international sales organization will be used for distribution of the plane.

Chief export to U.S. was leather shoes (7.9 million pairs) valued at $22.6 million in first 10 months 1961; chief imports from U.S. were machinery and machine tools valued at $100 million.

Piaggio & Co. of Genoa announced construction of PD-808 Vespa-Jets in partnership with Douglas Aircraft Co., Inc., at Piaggio's plant in Finale Ligure. Douglas Aircraft's international sales organization will be used for distribution of the Vespa-Jet.

- JAMAICA.—The recently published Industrial and Commercial Directory (FCW, Feb. 12, 1962, p. 259) now is available in all Commerce Department Field Offices.
- JAPAN.—Tokyo Shibaura Electric Co. (Toshiba) will become second Japanese firm to sell its securities in the U.S. under American Depository Receipt (ADR) system. Mitsui Bank will be Tokyo depository as agents of Chemical Bank New York Trust Co. which will issue 600,000 ADR's valued at approximately $10 million.

  Preliminary January figures show exports valued at $251.1 million and imports $472.7 million, decreases of $230.3 million and $56.3 million, respectively, from revised figures for previous month.
- KUWAIT.—Government has established Kuwait Fund for the Arab Economic Development with capital of $140 million for low-interest loans to Arab countries.
- LAOS.—The sale of dollars and French francs has been suspended temporarily by National Bank of Laos.
- MALAYA, FEDERATION OF.—Building boom and Cameron Highlands hydroelectric project have resulted in demand for cement above local production.

  Foreign tenders will be invited for construction of 2,500-ton tanker, with completion in early 1963, at cost of US$1 million.
- NETHERLANDS.—Industriele Bouw Nedeco N.V., construction firm, will start factory near Zaandam for prefabricated housing using Coignet system. About 200 Portuguese workers will operate factory when completed in 1963.

  December imports up 6% above December 1961, at 1,644 million guilders (1 guilder=US$0.276), while exports decreased by 4% to 1,309 million, with a trade deficit of 335 million.

  Shell announced price increases on kerosene, domestic heating oil, gas oil, and other petroleum products.

  The Netherlands Petroleum Co. appears to have discovered new natural gas deposits near Annervee in Drenthe.
- SENEGAL.—Government proposes to lower by 10% present customs duties on goods originating in Common Market countries (except France, whose products do not pay customs duties). This is in addition to the 20% reduction already granted to EEC countries.
- SOUTH AFRICA, REPUBLIC OF.—A 1962 trade agreement with France provides quotas for French imports of combed wool, men's wear, preserved, dried, and fresh fruit and fruit juices of various kinds, and sugar and chocolate confectionery, and South African assurances of nondiscrimination against French products through progressive relaxation import controls as the balance-of-payments situation improves.

  Ford Motor Co. to spend $5.6 million to modernize assembly plant and purchase additional real estate for expansion in Port Elizabeth area.
- SPAIN.—Sixth import liberalization list, published February 9, will bring Spanish trade liberalization up to 75% by OEEC standards.

  Federal Republic of Germany is making available a credit of 200 million marks (US$50 million) financing 2 irrigation projects in southern Spain. About ⅔ of the money is expected to be spent on the Guadalhorce project near Malaga and the balance on the Bembezar project near Cordoba.
- SWITZERLAND.—Swissair has joined with Oerlikon Machine Tool Works & Flugzeughandels A.G., both of Zurich, to initiate air-taxi, Alpine Luft-Transport A.G.,

from Zurich Airport to various Swiss Alps resorts.

India's Apeejay industries group has an agreement with group of Swiss firms to provide 49% capital participation and erect factories in Bombay, Delhi, Calcutta, and Madras to produce large-sized steel pipes.

Consortium of Swiss Credit Bank, Union Bank of Switzerland, and Swiss Bank Corp. is lending Bank of Tokyo about $7 million to finance Japanese imports of Swiss machinery and to cover Japanese-Swiss licensing agreements.

Studebaker International opened sales headquarters at Lausanne, covering all areas of the world except Canada, Mexico, and U.S.

Switzerland plans large expansion of national highway network to be financed by increased duty on motor fuels.

An aluminum plant will be erected in Iceland by the Swiss aluminum concern Aluminium-Industrie AF of Zurich with initial annual output of 20,000 metric tons of raw aluminum.

Ebauches S.A. has agreement with Louis Newmark, Ltd., London to collaborate on electronic instruments and apparatus. Companies will coordinate activities on the study of markets, development, production, sale, distribution, and servicing of electronic products.

The Ateliers de Charmilles, S.A., of Geneva, specializing in manufacture of water turbines and machines for metal working, has agreement with Anocut Engineering Co. of Chicago to manufacture Anocut machines for metal working by electrolytical process under an exclusive license. Agreement envisages close technical cooperation between the two companies in development of such machines.

- SYRIAN ARAB REPUBLIC.—Government reportedly permitting import of aluminum tubes and small containers to be used for pharmaceutical products.

- THAILAND.—Thai International Airways, has Japanese permission to stop at Osaka International Airport on Tokyo-Taipei-Hong Kong-Bangkok run. In return, Thailand agreed to place no restrictions on Japan Air Lines flights on Tokyo-Paris-London run via the southern route.

  Production of cigarettes reached record high of over 1 trillion units in 1961 and netted the Government Tobacco Monopoly over 1 billion baht (US$50 million). A daily demand of over 50 million cigarettes has been keeping Government's 3 plants working overtime; a 4th plant due for completion early in 1963 will produce an additional 20 million cigarettes daily.

  A new bill will require all pharmaceutical manufacturers and importers to register their products and formulas, in effort to control quality and labeling.

  Thai Cement Co. will establish $7.5 million cement plant in south Thailand, to be completed by 1965, producing 250,000 metric tons a year and employing 1,500 people.

- TUNISIA.—Construction of Italo-Tunisian petroleum refinery at Bizerte reported, to be operated by Societe Tuniso-Italienne di Refinage (STIR), which is owned 50-50 by Ente Nazionale Idro-Carbonne (ENI) of Italy and Tunisian Government.

  Government set retail ceiling prices on imported fruits, with Delicious apples at 16¢ lb., Belfort apples 14¢ lb., pears 20¢ lb., and bananas 20¢ lb.

- TURKEY.—Minimum price restrictions on fig paste and industrial figs have been removed; no minimum prices now apply on any category of fig exports.

- UNITED ARAB REPUBLIC (EGYPT).—Revenue from Suez Canal transit fees in 1961 amounted to $146.8 million, compared with $144.8 million in 1960, and is about $54.5 million over the receipts before nationalization in 1955.

  After 2 years of work on Aswan High Dam, 32,500 tons of Soviet equipment have arrived and an estimated 2.5 million cubic meters of the total 9 million cubic meters of rock have been excavated at cost of $47.3 million, as of December 31, 1961.

U.A.R. To Invite Tenders On Salvaging Temples

Tender documents will be issued on May 1 and bids will be invited before August 1 for construction work involved in the UNESCO project for saving the Abu Simbel monuments from being inundated at the filling of the Aswan High Dam Reservoir, the Ministry of Culture and National Guidance, United Arab Republic, has announced.

Interested contractors are requested to present their names and credentials with information regarding competence and experience to the Ministry's consulting engineers, Messrs. Vattenbyggnadsbyran (VBB), 29 Humlegardsgatan, Stockholm, Sweden. Although this information was to have been submitted by February 10, late applications will be considered.

The two temples, with elaborately decorated facades, contain several large halls and rooms excavated out of sandstone rock. The project will comprise separation from the rock of two large sandstone blocks, each containing one of the temples, and their subsequent elevation by hydraulic jacks to a level above the future reservoir water level.

The work which will be carried out under contract comprises the following:

Construction of and dewatering inside a cofferdam about 400 meters long and about 34 meters high; excavation, without use of explosives, of about 350,000 cubic meters of rock situated above, around, and underneath the temple blocks; strengthening of the rock by anchor bars and prestressed steel cables in drill holes of about 30,000 meters in length; encasement of the temple blocks by about 50,000 cubic meters of reinforced concrete structures, partly prestressed; vertical lifting, about 65 meters, of the temple blocks by use of hydraulic jacks with a total capacity of about 350,000 tons; construction, simultaneously with the lifting, of about 250,000 cubic meters of supporting concrete structures; and reestablishment around the temples in their elevated position of a sandstone hill, similar to the existing hill and containing about 6 million cubic meters of rock fill, covered with about 30,000 cubic meters of concrete or masonry.

Construction work is scheduled to start in March 1963. Preparations for the lifting are to be completed in March 1966 and lifting to the final level in 1967.

Additional information will be sent in March 1962 to interested contractors or groups of contractors which will enable them to study the project and visit the site. A selected number of those still interested in April 1962 will be invited to submit tenders.

Foreign Governments Invite Bids

Products Sought Include Lamps, Gaskets, Heaters, Circuit Breakers

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the deadline for submission of bids.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Australia

Microwave test equipment for research laboratories, including power meter, coaxial thermistor mount, three waveguide thermistor mounts, noise figure meter, coaxial noise source, two waveguide noise sources, waveguide precision standing wave indicator, three waveguide isolators, three waveguide switches, waveguide high directional coupler, two waveguide precision terminations, two waveguide transitions, two sets of sweep generator and display units, and miniature X-band surveillance radar. Tender C.8865; Apr. 12. Controller, Stores and Contracts, Postmaster-General's Department, 114 Russell St., Melbourne, C. 1.★

Burma

Deadline for bids on design, supply, construction, and initiation of a complete **molasses alcohol distillery** extended from February 28 to April 20 (FCW, Jan. 15, p. 72).

Ceylon

White **cotton bedcovers,** 10,000, 56 in. wide x 92 in. long; Apr. 24. Tender notice obtainable from Embassy of Ceylon, 2148 Wyoming Ave., Washington, D.C., Reference: 193/19.★

Transformers, 200, various sizes. Apr. 10. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation, and Power, P.O. Box 500, Colombo. Specifications and general conditions available from Embassy of Ceylon, for tender deposit of $22.40 and tender fee of $1.05.★

El Salvador

Paper, 2,000 reams, tender 14 (62); Mar. 9; 1,875 reams of **paper,** tender 15 (62); Mar. 13; 100,000 sheets of **glazed cardboard** in various sizes, tender 16 (62); Mar. 13. Specifications in Spanish.★

Fluorescent lamps, 2,000, and **light bulbs,** 28,000, tender 17 (62); Mar. 14.★

Medical equipment for laboratories, including heat resistant glass tubes, pipettes, plates, glass jars, and allied items; tender 4 (62); Mar. 7.★

Reagents, including glycerine, acetate, acids, acetone, alcohol, chloride, copper sulphate, calcium chloride, nitrate of mercury, and allied items; tender 5 (62); Mar. 6.★

La Proveeduria General de la Republica, San Salvador.

Greece

Brass bars, estimated value $21,500; Mar. 6; **gaskets,** estimated value $26,670; Mar. 15. State Purchases Directorate B', 50 Socratous St., Athens.★

Railway oak sleepers, estimated value $110,000; Mar. 30. Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Honduras

Amplified and improved **telephone service** for urban Tegucigalpa, new **network** for San Pedro Sula, and modern **long distance service** between Tegucigalpa and San Pedro Sula; 10 a.m. Mar. 23. Bid specifications obtainable from Ministry of Communications and Public Works, Tegucigalpa.★

India

Six single wheel **wagon shunters;** Apr. 17. Copies of tender available for $1.05

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Nigeria Wants Power Station, Equipment

The Electricity Corporation of Nigeria invites tenders for supply of structural steelwork of about 100 tons for the proposed Kaduna B power station.

Contract documents and drawings may be obtained from Messrs. Scott & Wilson, Kirkpatrick & Partners, consulting civil and structural engineers, 47 Victoria Street, London, S.W.1, on payment of a $28.80 (£10) deposit; upon receipt of a bona fide tender, the deposit will be refunded. Further information regarding this contract (number not given) may also be obtained from that concern.

Completed tenders must be received by noon on Friday, March 23, at the office of Messrs. Preece, Cardew & Rider, consulting engineers, 12 Queen Anne's Gate, London, S.W.1.

Another tender, contract 1033/161, covers the manufacture, supply, delivery, erection, setting to work and maintenance for 12 months of the electrical equipment for the power house. This tender calls for two 3.000 kilowatt diesel generators, plus transformer and switchgear equipment. Closing date is April 6. A list of equipment required is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. Further information may be obtained from Messrs. Preece, Cardew & Rider at their London address.

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from Deputy Chief Accounts Officer (Engineering), Madras Port Trust Office, Madras. Copy available for examination by prospective bidders at India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., reference D/ENQ/414.

Iraq

Canvas ("dosutie") cloth for tents, 36" wide: 90,000 meters scoured; 50,000 meters of blue; and 50,000 meters of buff. Samples must be submitted with Tender ORD/1; April 9.★

Summer weight textiles: 1,500,000 meters of khaki cloth for dress uniforms, width 28/29 inches; 250,000 meters of blue cloth for coveralls, widths 28/29 inches; 1,600,000 meters of khaki cloth for shirts, width 33/34 inches. Tender ORD/3, April 11.★

Cotton and woolen clothing items: 200,000 cotton flannel half sleeve underwear shirts in sizes 40 and 42; 70,000 woolen pullover sweaters ("jerseys") olive drab in color. Samples must be submitted with Tender ORD/2. April 9.★

Director, Contracts and Purchases, Ministry of Defense, Baghdad.

Spare parts for 2-year maintenance of 300AN/GRC-9 **transmitter-receivers** (U.S. Army Signal Corps designation); Tender No. SIGS/18; March 26. Director of Contracts and Purchases, Ministry of Defense, Baghdad.★

Steel drum sheets, 132,000 of size 70¼x34½ in. x 19 B.G. and 132,000 of size 50¼x25¼ in. x 19 B.G.; Mar. 13. Tender specifications and conditions obtainable for $2.80 a set from Government Oil Refineries Administration, Baghdad. Additional information concerning details can be obtained from Daura Refinery, P.O. Box 278, Baghdad.

Portable **kerosene heaters,** 300, with oil basin of 1 imperial gallon capacity; Mar. 21. Iraqi Republican Railways, Baghdad.★

Steel water pipe of various sizes, 9,650 meters; Mar. 12. Baghdad Water Supply Administration, Ministry of Municipalities, Bab al-Muadham, Baghdad. Specifications obtainable from that authority for $2.80 a set.

Two **lorries** (trucks) of 5-ton capacity; tender 34/62; Mar. 28. Specifications obtainable for $2.80 from Ports Administration, Basra.

Complete sets of **spare parts** for 2 years' maintenance of 200 Hallicrafter receivers, type S-38; tender SIGS/17; Mar. 26. Director of Contracts and Purchases, Ministry of Defense, Baghdad.★

New Zealand

Bid deadline for supply and delivery four 65,000-kv.-a. synchronous **condensers** for Haywards Substation, Section 386, Palmerston North, Tender No. 396, has again been extended to March 20. (Previously reported FCW, Oct. 9, 1961, p. 12, Nov. 27, 1961, p. 11, Feb. 5, 1962, p. 196.) Addendum to specifications available. Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★

Pakistan

Triple pole weatherproof **oil circuit breakers,** 30 in varying sizes; tender 507/DS/119/Z-XIII/61-62; Mar. 9.

Single bus-bar indoor floor mounting **oil circuit breakers** and related equipment, 24; tender 508/DS/118/Z-XIII/61-62; Mar. 10.

One public automatic **branch telephone exchange** with 40 internal and 10 external main connections; tender 527/DS/E-1/G-23; Mar. 5.

Stores Directorate, Electricity (Operation Branch), West Pakistan Water and Power Development Authority (WAPDA), Gardi Trust Building, Old Anarkali, Lahore.★

Two **diesel engine generator sets,** 50-kw., 400/230-v., 3-phase, 4-wire, 50-cycle complete, with switchboard control gears for each generating set, changeover switch, automatic control device distribution panel, L.T. cable for connecting to switch board and distribution board, etc.; one underground **oil storage steel sheet tank** with fuel transfer pump (optional item); tender pur. 21-21/61/403, bid deadline March 17.★

Dry disc rectifiers, d. c. output 75 v., 220/240 v. single phase 50/60 cycles complete with measuring equipment, tropicalized: 80 at 12 amp., 57 at 6 amp., 3 at 25 amp.; and 3 dry disc rectifiers with automatic magnetic voltage control to deliver 60 volts nominal d.c. voltage, 6 amp. for direct feeding of automatic exchange and for charging 60 v. battery, 220/240 v., a.c., single phase 50/60 cycle, tropicalized; tender pur. 7-1/62/409; March 12.★

Two only, transistorized automatic **error correcting equipment** for error free teleprinter working over international high frequency point-to-point radio telegraph system; Tender Pur. 21-20/61/410; March 17.★

Purchase Coordinating Officer, Posts and Telegraphs Directorate General, Block No. 32, Pakistan Government Offices, Frere Road, Karachi.

Five **diesel trucks,** 5-ton capacity, steel tipper body; Tender EPS/VIII/1561/B/Veh/61; March 12.★

One 65' steel hull **motor launch,** 3'6" draft, accommodations for 6 officers and crew of 7; Tender EPS/XII/1255/Engg/61; March 17.★

Electrical supplies and equipment, including **cables, meters, insulators,** etc.; Tender EPS/XI/1650/Elec/62; March 19.★

Director of Supply, P.I.D.C. House, Motijheel, Dacca.

Sudan

One 2 in. **fixed head drill;** tender 2557; Mar. 26. One electric motor driven **milling machine;** tender 2562; Mar. 29. One electric motor driven **centrifugal pump;** tender 2567; Mar. 20.

Timber, described as Swedish prime joinery red, 464,640 lineal ft. in lengths of 8 ft. and up, averaging not less than 12 ft. to 13 ft., all in widths of 9 in. and thicknesses of 1 in., 1¼ in., and 2 in.; tender 2555; Mar. 21.

Two motor driven **wet grinding machines;** tender 2544; Mar. 5. One 4 ft. **radial drilling machine;** tender 2548; Mar. 14. One 30-ton **hydraulic pit jack;** tender 2554; Mar. 20. Twenty-two **hydraulic lifting and traversing jacks,** to lift 30 tons; tender 2553; Mar. 19.

Tenders for above items invited by Office of Controller of Stores, Stores Department, Sudan Railways, Atbara.★

Low **loading trailers** to take normal loading of 3½ tons (22 sacks of cotton of approximately 350 lb. each), for use with 50 hp. industrial type tractor; noon Mar. 26. Assistant General Manager (Supplies), the Sudan Gezira Board, Barakat.★

Two 1-ton capacity **elevating platform auto trucks** with air-cooled diesel engine; tender 2556; Mar. 22. Office of Controller of Stores, Sudan Railways, Atbara.★

Private automatic **branch telephone exchanges** with associated equipment, 42; tender 71; Mar. 15. Automatic **table tele-**

(See Governments, page 355)

Rails, Accessories Wanted by Brazil

The Brazilian Federal Railway System has invited bids for supply and delivery of 110,746.4 metric tons of rails and accessories.

Public bid 001-62 covers 74,772 tons of 37.20 kg./meter rails; 25,698 tons 56.9 kg./meter rails; 2091 tons of junction plates (fish plates) for the 37.20 kg. rails; and 711 tons of junction plates and 7,474 tons of base plates for 56.90 kg. rails.

All rails are to be 18 meters (1 meter =39.37 in.) in length, and both rails and accessories shall be in accordance with designs DOP-DV and equivalent to U.S. profiles ASCE-AREA and ARA-A4. Delivery must be completed by December 31.

Bids should reach the head office of Federal Railway System, 309 Avenida Presidente Vargas, Rio de Janeiro, by Mar. 27. Payment shall be on terms fully financed by the bidders, and bidders shall indicate grace and amortization periods, interest rate, and guarantees.

Additional information may be obtained on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Honduras Wants Equipment For Power Substations

Empresa Nacional de Energia Electrica—The National Electric Company—in Honduras is inviting bids for supply and installation of equipment for power substations in Canaveral, San Pedro Sula, and Tegucigalpa.

Bids on Contract 180-6 will be accepted until 4 p.m. May 12 for power transformers of various sizes, complete with all accessories and spare parts; circuit breakers; high voltage lightning arresters; and instrument transformers and allied equipment.

A loan copy of the bid documents is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Bid documents may be obtained for $25 from the Empresa Nacional de Energia Electrica, Tegucigalpa, D.C., Honduras, or from the ENEE consultants, Harza Engineering Company International, 400 West Madison Street, Chicago 6, Ill.

Poland's agricultural exports during the first 9 months of 1961 were higher than a year earlier, the Foreign Agricultural Service reports. Exports of sugar, pigs for slaughter, poultry, eggs, and cotton fabrics increased significantly.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

BERMUDA—Second story **promenade** to be built along Front St. in Hamilton's principal shopping area.

CANADA—Tenders will be called shortly for construction of **wartime emergency site** for the Government. Location will be in area of Holyrood in Newfoundland. Write to Defence Construction, Ltd., No. 4 Building, 56 Lyon St., Ottawa, Ontario. (FWC, May 8, 1961, p. 19.)

FRANCE—Proposals under discussion for execution of Rhine-Rhône-Mediterranean **waterway modernization project.**★

GREECE—Bombrini-Parodi-Delfino, 267 Via de Corso, Rome, Italy, proposes to construct 100,000 kw., $25 million **nuclear power reactor** for Greek Atomic Energy Commission.

ITALY—Societa Lavorazione Leghe Leggere S.p.a., Via S. Giovanni sul Muro 9, Milan, to construct **aluminum hot-rolling plant** at Trieste or Naples.

JAPAN—Ministry of Posts and Telecommunications, Tokyo, working on plan to construct **submarine cable net** linking Japan with other countries of Southeast Asia. Construction of the 30 billion yen ($83.3 million) cable to start in 1964.

MOROCCO—Consideration given to 70 million dirham (5.06 dirhams=$1) **industrialization program** of Tangier which would call for **textile mill, tire factory, shipyard** for construction of fishing boats, and several light industries. Write to Ministère du Commerce, de l'Industrie, des Mines, de l'Artisanat et de la Marine Marchande, Rabat.

Government expected to call for bids for construction of 10-kilometer **tunnel** in connection with Triffa project (dam on the lower Moulouya) and its irrigation works. All but 3 kilometers of construction will be in rock. Cost estimated at $3 million.

NEPAL—Proposals for construction of 550-mile East-West **highway** have been revitalized by recent appointment of National Committee for the project. Write to Secretary for Transport and Communications, Kathmandu, Nepal.

NEW GUINEA—Commonwealth of Australia Department of Territories considering several construction projects for New Guinea and Papua. Program includes **hospitals, schools, houses, roads,** and **bridges.**★

NORWAY—Newly formed Nordenfjeldske Treforedling A/S will build 175-million kroner (1 kroner=$0.14) **newsprint plant,** probably near Namsos in North Trøndelag.

PERU—Construction of **airport** at Pichari, near Apurimac River, to take place soon. Project will be executed by Peruvian Air Force and no bids are expected to be invited. Further information may be obtained from General Salvador Noya, Minister of Aviation, Avenida Arequipa 5200, Miraflores, Lima.

REPUBLIC OF SOUTH AFRICA—Anglo-American Corp. and Avesta Jernverks Aktiebolag, Avesta, Sweden, have formed company to produce **ferrochrome** from local ore. The 6-million rand (1 rand=$1.40) plant to be built near Witbank. Most equipment will be made locally.

SIERRA LEONE—Ministry of Housing and Country Planning, Freetown, Sierra Leone, has selected site for low-cost **housing project** at Makeni. Similar projects also contemplated in Bo and Kanema districts.

(See Construction, page 340)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Greece Wants Telephone And Power Equipment

Two procurement programs in Greece, estimated to cost over $21.5 million, are open to U. S. bidders.

Public Power Corporation (PPC) 1962 procurement, estimated at over $14 million, covers equipment and materials to be purchased abroad. Included are wooden poles, transformers, meters, insulators, current breakers, conductors, cables, miscellaneous materials for distribution networks, various vehicles (cranes, tractors, trucks, etc.), testing and control apparatus, and other items.

The Greek Telecommunication Organization, S. A. (O.T.E.) 1962 procurement, estimated at $7,568,000, includes urban telephone exchanges, long-distance telephone and telegraph exchanges, urban long-distance networks, private automatic branch exchanges, wireless telecommunication materials, etc.

In accordance with PPC practice, bid invitations are mailed only to selected foreign firms, including U. S. firms, appearing on PPC's bidders list. Interested firms may wish to mail descriptive material and information on their business activities to Public Power Corporation, Materials and Procurements Dept., 30 Halcocondyle Street, Athens.

O.T.E. purchases are normally made through international tenders. Firms interested in supplying any of the equipment mentioned should signify their interest to O.T.E.-Greek Telecommunications Organization, S.A., Financial Dept., Supplies and Stores Section, 4 Sophocleous Street, Athens, Firms interested in promotional material and technical data concerning electronic equipment may write to O.T.E.-Greek Telecommunications Organization, S. A., Radio and Electronics Directorate, 85 Patissia Avenue, Athens.

Further information on these procurement programs is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Morocco Extends Deadline For Bids on Equipment

The Ministry of Public Works, Third Technical Bureau, Rabat, has extended to March 15 the deadline for supply and installation of turbine alternators for the hydroelectric station under construction at Mechra Klila Dam on Noulouya River (FCW, Dec. 25, 1961, page 9, and January 1, 1962, page 10).

Specifications and drawings in French are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Garbage Incinerator Plant Sought in Oslo

Bids have been invited by the City of Oslo for a complete garbage incinerator plant.

The invitation calls for a complete garbage incinerator plant with a capacity of 60,000 to 180,000 tons annually. It must be a turn-key project and must include all construction, buildings, machinery, and equipment.

Bidders are required to include with their tenders a list of similar plants constructed by them within the past 10 years; they must also indicate at least one plant which is most representative.

Bids must be submited before 2 p.m. on May 1 in English and accompanied with a translation into one of the Scandinavian languages. They must be marked "Anbud, forbrenningsanlegg," (Tender, incinerator plant), and forwarded to Renholdsverkets Kontor (Department of Sanitation), Nycovien 11, Oslo, Norway.

A set of material, including general conditions for contracts with the City of Oslo, general contract conditions, special regulations pertaining to electric installations, and other pertinent data, in Norwegian, is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Construction . . .

(Continued from page 339)

SPAIN—Instituto Nacional de Industria (INI), Madrid, will increase equipment at its Málaga textile plant to 75,000 **spindles** and **related installations.**

Hydraulic Works Department, Ministry of Public Works, Madrid, to add small **powerplant** to Bembezar Dam on the Bembezar River.

Project under consideration for construction of **international airport** adjacent to military airport of Alcantarilla, suburb of Murcia. Proposals call for **runway** of 2,200 meters and complete **beacon system** for night landing. Additional information requested.

Road modernization plan, which will involve construction of 2,847 kilometers of divided highway over 16-year period, has been approved. Expenditures of $3 billion includes $71.7 million authorized for 1962. Write to St. Vincente Mortes, Director General of Highways, Madrid. (FCW, Dec. 25, 1961, p. 12.)

Standard Eléctrica, S.A., Ramirez de Prado 7, Madrid, to install a **plant** near Madrid for production of **telecommunications equipment.** The $3.4-million plant will be built with 60% foreign participation (I.T.&T.).

Internacional de Telecomunicación y Electrónica, company formed by Standard Eléctrica, Telefónica Nacional de España, and I.T.&T., to build $4.2-million **plant** near Málaga for production of desk and wall type **telephone receivers.**

TANGANYIKA—Michelin Tire Co. to construct and operate **tire factory** in Arusha. Construction on £3-million (£1 =$2.87) program will begin late this year. Write to Compagnie Generale des Établissements Michelin, 4 rue du Terrail Clermont-Ferrand, Puy-de-Dôme, France.

TURKEY—Unitherm Österreichische Gesellschaft für Universelle Wärmetechnik, G.m.b.H., 145 Progerstrasse, Vienna XXL, Austria, and several Turkish investors plan to build **factory** in Turkey to manufacture **oil burners** for industrial installations.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Brazil: Brazil's Nuclear Energy Commission has announced selection of companies qualified to bid on proposed South Central nuclear powerplant (FCW, Feb. 20, 1961, Planned Construction Projects, p. 23).★

Chad: List of contracts awarded in Chad in 1960 and 1961 is available.★

Liberia: The Government and Radio Corporation of America, 30 Rockefeller Plaza, New York 20, N.Y., have signed contract calling for $2.86 million telecommunications project to be installed within 24 months. RCA will also provide international wireless communications, navigational aids, ship-to-shore radio, and other facilities.

Rhodesia and Nyasaland, Federation of: Government to sign contract for construction of $28 million oil refinery at Feruka, near Umtali, with association of seven firms.★

Uruguay: ANCAP (Administración Nacional de Combustibles, Alcohol y Portland), Av. Agraciada y Paysandu, Montevideo, the Uruguayan fuel monopoly, has awarded contract for new Portland cement factory in Department of Paysandú to Danish firm, F. L. Smidth.

Trade Journal in Australia Invites Stories on Cosmetics

A new trade journal in Sydney, Australia, *Beauty World*, is interested in obtaining from U.S. firms press releases and feature articles on new products, and on new packaging and display techniques for cosmetics, perfumes, and other toilet preparations.

The first edition of this magazine, the only trade journal in its field published in Australia, will appear in March and will be distributed to 5,000 pharmacists and toiletry retailers throughout Australia.

U.S. manufacturers of cosmetics without representation in Australia may wish to utilize publicity available through this publication.

Send material to The Editor, *Beauty World*, Australian Trade Publications Pty. Ltd., 243 Elizabeth St., Sydney.

Singapore Newspaper Asks Trade Literature from U.S.

A commercial, private newspaper, *The Eastern American*, recently began operations in Singapore.

The newspaper, devoted primarily to the promotion of U.S.-Singapore commerce, would welcome trade literature from U.S. firms and trade associations. Address letters and inquiries to The Editor, Eastern American, Box 21, Thomson Road, Singapore 20.

A copy of the paper is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Iceland Invites Tenders on Construction Materials

Bids are invited by Iceland for supply of construction materials estimated to cost over $1.5 million, the Bureau of International Business Operations (BIBO) has reported.

The materials, for extension of Reykjavik hot water system, include 1,185 tons of reinforcing steel; 5,700 tons of cement; 192,000 meters of pipe, various sizes; 11,730 welding rods; 36,180 valves, small size; 954 valves, large size; 5,460 meters; miscellaneous steel, paint, and insulation.

Bid openings will take place at various times. First bids on reinforcing steel will be about the first week in March. Specifications and further information may be obtained from Reykjavik Purchasing Center, 12 Tjarnargata, Reykjavik.

The project is financed by the World Bank.

Bid Invitations on
DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Four-oz. automatic hydraulic plastic injection **molding machine**; 3-oz. automatic hydraulic plastic **molding machine.** Delivered at Bombay. NSIC/HP/2B-2326/61.

Louis Brenta Tulog, or equal, model **log band mill** with 50 in. dia. saw pulleys, standard carriage of 19 ft. 11 in., four head stocks, two of which should be independent, with complete V-pulley drive, track 47 ft. 11 in. (400701); **band saw stretcher** type Daten, or equal (530101). NSIC/HP/2M-2890/62.

B & S Massey 15-cwt. self-contained friction **drop hammer,** complete with standard accessories and electric motor and starter to suit 400/440 volts, 3 phase, 50 cycles, a.c. supply; B & S Massey 7-cwt. self contained friction **drop hammer,** complete with standard accessories and electric motor and starter to suit 400/440 volts, 3 phase, 50 cycles, a.c. supply; B & S Massey 120-ton solid frame **trimming press,** complete with all standard accessories and electrical equipment suitable for a.c. supply, 3 phase, 50 cycles, 400/440 volts. Delivered at Madras. NSIC/HP/2M-2888/62. All above material for Loan 144; worldwide. Mar. 19. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Roller bearings similar to Timken Part 30312, 6,000 pieces; part 32307, 6,000 pieces; 32214, 6,000; 32212, 12,000; 33201, 12,000; 30302, 6,000; 30306, 6,000. Mar. 26. Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1, has further details available. Cable Address: TALOCO, Bombay. F.a.s. port of exit.

High production **gear shaping machines,** two; high production **gear shaping machine** with heavier cutter spindle, red liner for automatic checking of external and internal gears, full tool **gear shaping machine, lead measuring instrument, spur cutter sharpening fixture** and **helical cutter sharpening fixture** for disk type cutters. Loan 157; **U.S. source.** IL#991373/DLF-157/61. Ref. 41(590)/61-AID. Mar. 18. Bajaj Auto, Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable Address: AUTORIKSHA, Bombay, Worli.★

Die casting machine for producing aluminum casting built to special specifications. Loan 157; **U.S. source.** IL# 991409/DLF-157/61. Ref. 41(733)/61-AID. Mar. 22. Jaya-Hind Industries Pvt., Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable address: NEKBEPAR, Bombay, Worli.★

Fine wire drawing machine to redraw copper wires, 2½ in. (60 mm.), extrusion line complete with drive, controls, payoff, capstan, and take-up cooling arrangements, spark testing unit to be coupled to extruder, three; automatic diameter and eccentricity **control equipment,** bunching machine with drive, payoff take-up, and electrics; **wire stranding machine,** complete with motor and controls, **wire quadding machine,** automatic **coiling and measuring equipment,** and **printing/marking equipment,** two; **coil wrapping machines, butt welder,** high-speed single-head **braiding machine,** high-speed **twinning machine, metal braiding machine,** complete **voltage and resistance testing equipment,** automatic **cotton yarn winder, cable impressing machine,** automatic measuring, coiling, and reeling. Loan 157; **U.S. source.** IL# 995564/DLF.157/60/HQ/CGI. Ref. 41(89)/61-AID. Mar. 15. The Aluminum Industries, Ltd., 1 Ceramic Factory Rd., Kundara, Quilon Dist., Kerala State.★

Supply of 50 to 125 broad gage 2,600 hp. mixed traffic **diesel locomotives; U.S. source.** Tender LT/1762. Specification DL/109/61. Interested suppliers should submit quotations separately for supply of 50, 75, 100, and 125 locomotives. Mar. 22. Director, Railway Stores, Ministry of Railways (Railway Board), Bhavan, Raisina Rd., New Delhi. Copies of tender, along with applicable specification, may be purchased from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $12 a set, not refundable.★

Turbine generator unit, with accessories, 125/140 mw., 2,400 p.s.i.g., 1,050°F., 1,000°F. reheat, 50 cycle, 3,000

r.p.m.; reheat **steam generator,** complete with all accessories for firing oil and coal, 960,000 lb. an hr., 2,550 p.s.i.g., 1,060°F. superheater outlet, 1,005°F. reheater outlet. Loan pending; **U.S. source.** Mar. 20. The Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay 1. Copies of detailed specifications obtainable from Tata, Inc., 425 Park Ave., New York 22, N.Y.

Wire drawing machine, two; **stranding machines,** four head respooler complete with motor and electrics, two; 3½ in. **PVC/polythene extrusion lines,** two; automatic **diameter and eccentricity controllers,** 12; high-speed **bench braiding machines** with carriers, complete with drive and controls, 12; high-speed **bench braiding machines** with carriers, complete with drive and controls, automatic **reeling, spark-testing, and measuring equipment,** pit type **electric recirculating furnace** for annealing aluminum wire, **butt welding machine,** complete **voltage and resistance testing equipment** to test insulated aluminum cables, four head vertical **taping machine** for printing on plastic insulated cables and Kelvin's Bridge for testing conductivity of aluminum wires. Loan 157; **U.S. source.** IL#991592/DLF/61. Ref. 41(129)/61-AID. Mar. 15. The Aluminum Industries, Ltd., 1, Ceramic Factory Rd., Kundara, Quilon Dist., Kerala State.★

Israel

Type 18/8 **stainless steel sheets,** No. 3 finish-U.S. gage 25 to 31—stretcher leveled and resquared before packing, each sheet paper interleaved, 11,157 lb. assorted to size and gage; 10,102 lb., assorted to gage but not to size (minimum 24 x 60 in.). Sub-Authorization 1203496.

Marietta, or equal, continuous **mining machine,** type 675, modified for use in open cast mining and for 380-v. electric current; 500 ft. electric supply cable 750,000 c.m.p.c.g. type, 3 power conductors, 2 control leads, 1 ground wire; 2 sets complete **cable conductor** to sectionalize above cable, including male and female parts, skid mounted; **safety circuit center** for power control containing short circuit protection, and ground trip; two **ammeters** and one **volt meter** for main drive motors. Sub-Authorization A/748. Loan 214. Mar. 21. Delivery desired by May.

ACF, or equal, 8,620 gal. water capacity **propane transports; Mack diesel,** or equal tractor Model B 61T 146½ wheelbase (8 ft. 9 in. LP) ¼ in. inside channel frame reinforcement. END 673 Mack **diesel engine** (170 b.m.p.). Sub-Authorization 1/L 1932895. Loan 214. Mar. 22. Delivery desired by April.

Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention Mr. N. Nisen. Tenders for above items should refer to S/A number and should be prepared on basis of f.a.s. U.S. port of exit. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Taiwan (Republic of China)

Roller type veneer dryer. Loan 47; worldwide. Credit amount, $11,510. Mar. 14. The First Commercial Bank of Taiwan for San Yee Veneers Works, Co., Ltd., 51 Lane 21, Lon Kian St., Taipei, for further information. Cable Address: KINDJOHN, Taipei.★

Combined **table making and double compression coating machine;** one lot fully automatic packaging line of **plants for powdery antibiotics.** Loan 47; worldwide. Credit amount, $84,610.90. Mar. 15. The First Commercial Bank of Taiwan for China Chemical & Pharmaceutical Co., Ltd., 23 Haisiang Yang Rd., Taipei. Cable Address: CHINAPHAR, Taipei.

Turkey

Stepped-end multi-wall **tuber,** preferably standard type. Up to 6-ply, output per minute up to 300 tubes. Complete with all motors, including aniline printing unit; fully automatic standard **pasting bottomer** for stepped-end multi-wall tubes up to 6-ply. Complete with all motors and counting device. Loan 11; worldwide (ICA Code 899). Credit amount, $149,000. Mar. 14. Ciasan Cimento Ambalaj Sanayii, Ltd., Sti., Galata, Voyvoda Cad, Agopyan han kat 3, Istanbul.★

Hydraulic press with heated platens and mechanical loading and unloading equipment, pressure 315 atm., total pressure 2,000 tons unit pressure, 50-55 kg., km.², dimensions of fiber board 1,250 x 3,500 mm., daylight 12 thickness of the fiberboard 60 mm. Loan 11; worldwide (ICA Code 899). Credit amount, $107,-350. Mar. 22. Selolit Kom., Sti., Camdibi, Izmir.★

Diagonal **roller mills** with four rolls 250 x 800 mm., three; **plantsifters** for 25-ton flour mill, 12 passages, two; multiple **semolina** purified width 35 mm. number of sieves 16 or equivalent; **air filter** 34 m.²; **batter of cockle cylinder** 2.5-3 tons an hr.; **wheat brush** 2.5-3 tons an hr. Loan 11; worldwide (ICA Code 899). Credit amount, $22,700. Mar. 22. Gayret Un Fabrikasi, Ali Doney ve Sakir Ozmen Kol, Sti., Haran Kapisi, Urfa.★

Equipment for gray iron foundry which specializes in production of cast iron radiators and boilers. Loan 11; worldwide (ICA Code 899). Credit amount, $67,250. Mar. 22. Turk Demir Dokum Fabrikalari, A.S., Silahtaraga Eyup, Istanbul.★

Complete **wire rope manufacturing plant** having annual capacity of 2,000 tons of ⅔ galvanized and ⅓ uncoated wire ropes, consisting of the following departments: Pickling; wire drawing; heat treatment; galvanizing; wire rope; machine shop. Loan 11; worldwide (ICA Code 899). Credit amount, $747,700. Mar. 23. Celik Halat Sanayii, A.S., Izmir Caddesi 12/2, Yenisehir, Ankara.★

Six-dual motor 176-saw **linter machines; dumplex saw cylinder,** ball bearing countershaft, arranged for lint flue collection system, 2-7½ hp., 1,000 r.p.m., 380 volt motors, with V-belt drives, starter, push button and wiring on the machine; spare parts and accessories. Loan 11; worldwide (ICA Code 899). Credit amount, $35,700. Mar. 30. Izmir Pamuk Tarim Satis, Kooperatifleri Birligi, Izmir.★

Materials and equipment for distribution networks for 12 cities (Illerbank General Management). Loan 98; worldwide. Apr. 10. Iller Bankasi, Genel Mudurlugu, Ankara. Copies of invitation available from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y. European or other suppliers may obtain copies from the buyer listed.★

Yugoslavia

Iron constructions for high-voltage installations of 220, 30, and 35 kv.; jointing high voltage **transmission lines** 220 kv., **insulators, conductors, suspension material** and **iron constructions; various means of transport; erection devices; spare parts** required for all electric installations; **equipment** required for **mechanic and electric workshops; equipment and devices** required for **oil storage** (pumps, centrifugal machines, pipings, and system of pipes); **harbor crane,** cap 25 t.; **traveling cranes; lift fork trucks; wheel drive truck; trailmobile trailer** and all equipment; **machinery and devices** necessary for proper functioning of the **hydroelectric power stations.** For all electric equipment specified above, the European frequency of 50 per/sec. to be taken into consideration. Loan 85; worldwide (ICA Code 899). Ref. NDUO-Mat/ma. Mar. 26. All quotations to be addressed to Preduzece u izgradnji H.E. Trebisnjica, but are to be forwarded to ENERGOINVEST, Saloma Albahari 6b, Sarajevo, Yugoslavia.★

Gas pipeline for Zagreb Plastics and Chemicals Project. Item 8302, 22 pieces, 4 in. class 300 lubricated plug valves, 40 pieces, 1 in., same: 44 pieces, ½ in., same. Item 8303, 189,300 ft. plain and seamless **steel pipe,** API standard 5L Grade A, 4½ in. outside diameter, 820 ft. same, 8⅝ in. outside diameter. Loan 135; **U.S. source.** Mar. 22. Invest-Import, Terazije 5, Belgrade. Detailed specifications may be obtained from Invest-Import at Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

U.S. exports of soybeans in the first 2 months of the 1961-62 marketing year (which began Oct. 1) were 21% greater than in the comparable 1960 period, according to the Foreign Agricultural Service.

Payments . . .

(Continued from page 332)

additional $1 billion; moreover, under certain circumstances the United States could, if needed, also expect to have access to an even greater amount of Fund resources.

If the United States should one day desire to draw from IMF, however, it may find that the Fund's ordinary supply of gold and currencies useful for international transactions would not be totally sufficient. It is precisely this contingency at which the special borrowing arrangement is aimed. The arrangement would make available an additional $3 billion of currencies of participating countries—exclusive of the United Kingdom and the United States—should a need for these resources arise in connection with a possible drawing by the United States. Of course, the arrangement would also indirectly benefit all trading nations, since the continuation and expansion of high levels of world trade are closely identified with the existence of a healthy international payments system.

IMF Policies Unaffected

ALTHOUGH the borrowing arrangement would increase the resources available from IMF, it would not change current IMF quotas or create any additional drawing rights than now exist under present IMF policies. If a participant in the arrangement should request a drawing from the Fund, therefore, the IMF would initially attempt to utilize its ordinary resources, and only if these should prove to be inadequate, and if the purpose of the drawing were to meet a threat to the world's monetary system, would the Fund call upon the supplementary resources.

Although the supplementary resources are to be available on a standby basis for lending to IMF, a participant who might later experience balance-of-payments difficulty would be able to reduce the extent of its participation in a loan to the Fund. Moreover, a participant which had previously lent to the Fund might request early repayment if its own payments position in the meantime had deteriorated. It is, of course, hardly possible for many of the major participating countries to be experiencing substantial balance-of-payments difficulty simultaneously, since one country's balance-of-payments deficit must be another country's surplus.

A loan to the IMF under the special arrangement would yield to the lending participants, under present circumstances, an effective interest rate of 2% per annum. The arrangement would be effective for a period of 4 years, subject to extension, commencing at such time as 7 countries with commitments totaling $5.5 billion have formally notified the IMF that they are prepared to adhere to it.

The last year of the arrangement period coincides with the year in which the Fund next undertakes a formal review of its member country quotas, as required by the IMF Articles of Agreement. Consequently, the need to extend the special arrangement may then be considered not only in the light of experience with it, but also within the context of a full-fledged study of the then-existing levels of IMF member country quotas.

In the meantime, the special arrangement will have provided added strength to the world's payments system, and thereby contributed to the continued expansion of international trade under conditions relatively free of exchange restrictions.

NEW World Trade OPPORTUNITIES

● The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

012 Fruit, Tree Nut, Vegetable Farms

France

Fresh **apples** for table use. Direct purchase and agency. Philippe Ranoux (wholesaler, importer, exporter), Saint-Robert, Correze. WTD 2/1/62.

Fresh **fruits**, especially apples. S. A. Arthur Dreyfuss & Cie. (wholesaler, importer, exporter), 5 rue Jacques Preiss at Colmar (Haut-Rhin). WTD 1/30/62.

Fresh **fruits** and **nuts.** Direct purchase and agency. Colmar-Primeurs, S.A. (importing wholesaler), 74-76 Grand'rue at Colmar (Haut-Rhin). WTD 1/31/62.

Pears and **apples.** Maurice Chatam (importing and exporting wholesaler), 7 rue Charlemagne, Metz (Moselle). WTD 1/31/62.

082 Forest Nurseries, Tree Seed Gathering, Extracting

Netherlands

Douglas fir seeds. Van Iersel's Boomkwekerijen (importer, wholesaler), 86 Groenstraat, Udenhout. WTD 2/2/62.

202 Meat Products

Germany

Raw hides for shoe leather. Fritz Haeuser AG, Lederfabriken (manufacturer), Backnang/Wuerttemberg. WTD 1/29/62.

203 Canning & Preserving Fruits, Vegetables, Sea Foods

Germany

Pickled cucumbers in cans or jars; frozen **fruits** and **vegetables.** Dr. Edgar Fuchs oHG (wholesaler, broker, sales agent), Rudolk-Vogt-Strasse 4, Wiesbaden-Biebrich. WTD 12/21/61.

Maraschino cocktail **cherries** with stems; fine **food** and **food specialties,** on exclusive basis, including mixed pickles, cocktail specialties, sweets, canned peanuts, nuts of all kinds. Stark & Friedrich (importer, wholesaler), Hintere Bleiche 61, Mainz/Rhein. WTD 12/21/61.

Hong Kong

Soybeans. Kingley Manufacturing Co., Ltd. (importing distributor, manufacturer's agent, commission merchant), 44 Printing House, Duddell St., P.O. Box 2642. WTD 5/17/61.

Netherlands

Canned **fruit** and **fish.** N.V. Agentuur-

en Commissiehandel v/h P. C. Vis & Co. (importing distributor, commission merchant), 20 Prins Hendrikkade, Amsterdam. WTD 12/21/61.

209 Miscellaneous Foods

Germany

Crude **soybean oil**; crude degummed **soybean oil**; crude **cottonseed oil**; PSY **cottonseed oil**; PBSY **cottonseed oil**; Crude **peanut oil**; BSS **linseed oil**; crude **sunflowerseed oil**; pure refined **lard** in drums; **tallow** fancy, bleachable, A, Nr II prime) in bulk; **seed expellers**; **flaxseed**; **linseed expellers.** Direct purchase and agency. Cumbres Handelsgesellschaft mbH (importer, exporter, wholesaler, sales agent), 18 Eschersheimer Landstr., Frankfurt am Main. WTD 11/7/61.

Hong Kong

Refined edible **soybean oil.** Kingley Manufacturing Co., Ltd. (importing distributor, manufacturer's agent, commission merchant), 44 Printing House, Duddell St., P.O. Box 2642. WTD 5/17/61.

220 Textile Mill Products

Netherlands

Linings for ladies' handbags; **plastic on tricot base textile** for manufacture of ladies' handbags and travel bags. Damestassenfabriek N.V. C. Le Comte (manufacturer), 4 Haspelstraat, Amsterdam. WTD 12/21/61. Sample.★

221 Broad Woven Fabric Mills, Cotton

Germany

Gray **cloth, twill,** and printed **cloth** for manufacture of pyjamas and bedsheets. Direct purchase and agency. Clemens Lafebre (importer, wholesaler, manufacturer), 21-24 Herrenschreiberstr., Rheine/Westphalia. WTD 1/26/62.

222 Broad Woven Fabric Mills, Manmade Fibers & Silk

England

Printed **synthetic fabrics,** 48 in. wide, for quilts; finished plain white **synthetic fabrics,** 37 in. for pillows. J. F. Greenwood, Ltd. (manufacturer, importing distributor, exporter), 43a Brown St., Manchester 2. WTD 1/30/62.

Iran

Synthetic upholsetry fabrics. Sutteh & Co., Ltd. (importing distributor, manufacturer's agent), 195 Avenue Shah, Tehran. WTD 1/24/62.

229 Miscellaneous Textile Goods

Germany

Saddle cloth, horse rugs, and similar items. Direct purchase and agency. Heinz Freitag (importing distributor, manufacturer's agent), Eichenstr. 54, Hamburg 19. WTD 1/30/62.

Netherlands

Imitation leather. N. V. Schoenfabriek Embrechts en van de Geijn (manufacturer), 10 Kardinaal van Rossemstraat, Dongen (N. Br.). WTD 12/21/61.

Pakistan

Manilla ropes. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

230 Apparel

Germany

All kinds of **wearing apparel** for the horseman, such as riding dresses, riding pants. Direct purchase and agency. Heinz Freitag (importing distributor, manufacturer's agent), Eichenstr. 54, Hamburg 19. WTD 1/30/62.

Saudi Arabia

Clothing (underwear, shirts, suits, socks). Direct purchase and agency. Dabbous Stores (importing distributor, retailer), P.O. Box 157, Jidda. WTD 11/16/61.

242 Sawmills, Planing Mills

Bermuda

Plywood, 100 sheets each of ¼ in. and of ¾ in.; 100 sheets of **hardboard; pitch pine:** 500 each of 14 ft., of 16 ft., and of 20 ft. lengths of 2 x 4 in., of 2 x 6 in., of 2 x 8 in., and of 3 x 4 in., 500 14 ft. lengths of 1 x 8 in.; **white pine:** 500 each of 14 ft. and of 16 ft. lengths of 1 x 12 in., 1,000 14 ft. lengths of 2 x 12 in. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Australia

Moisture-proof **boards** for manufacture of shop window price tickets. George F. Manuel (manufacturer), 238 Castlereagh St., Sydney. WTD 1/25/62.

Bermuda

Sashes and **blinds:** 100 of each, 2 x 3 ft., 2 ft. 7 in. x 4 ft. 2 in., 2 ft. 7 in. x 4 ft. 6 in., 3 ft. 4 in. x 4 ft. 2 in., 3 ft. 4 in. x 4 ft. 6 in.; **flush doors:** 50 of each, 2 ft. 2 in. x 6 ft. 6 in., 2 ft. 4 in. x 6 ft. 6 in., 2 ft. 6 in. x 6 ft. 6 in., 2 ft. 8 in. x 6 ft. 6 in., 3 ft. x 6 ft. 6 in., 2 ft. 2 in. x 6 ft. 8 in., 2 ft. 4 in. x 6 ft. 8 in., 2 ft. 6 in. x 6 ft. 8 in., 2 ft. 8 in. x 6 ft. 8 in., 3 ft. x 6 ft. 8 in.; 100 sheets of **counter topping** with proportionate quantity of edging, cove, capping, and cement. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton, Bermuda. WTD 1/23/62.

250 Furniture

Saudi Arabia

All kinds of **home, office, and school furniture,** especially formica topped dining furniture. Al-Jabrain Stores (importer), P.O. Box 315, Al Khobar. WTD 1/27/62.

251 Household Furniture

Germany

All kinds of **garden furniture.** Direct purchase and agency. Hans E. Helmich (importing distributor, manufacturer's agent), 24 Osningstr., Bielefeld. WTD 1/26/62.

Saudi Arabia

Picnic equipment: Folding chairs and tables, baskets, mattresses. Dabbous Stores (importing distributor, retailer), P.O. Box 157, Jidda. WTD 11/16/61.

261 Pulp Mills

France

Paper pulp. Direct purchase and agency. Comptoir General des Gommes, S.A.R.L. (importer, exporter, trader), 20 avenue de l'Opera, Paris. WTD 7/22/59.

262 Paper Mills

Jordan

Toilet and tissue paper to be cut and

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

rolled or to be put in boxes. Zeine & Co. (importing distributor, manufacturer's agent), P.O. Box 101, Amman. WTD 4/27/57.

264 Converted Paper, Paperboard Products

England

Dry **photocopy paper**, self adhesive tapes. J. Taylor (Cardiff), Ltd. (importing distributor), 86 Albany Rd., Cardiff, Wales. WTD 1/31/62.

France

Padded **shipping bags.** Direct purchase and agency. Fibrenap, S.A. 3 rue de Metz, Paris 10. WTD 12/21/61.

Germany

Various **tapes** for packing and industrial purposes, such as foils, paper, textile, plastic, and foam tape. Westdeutscher Bindegarn-Vertrieb (importer), Oelde/Westfalen, Kleygarten 11, Attn.: Anton Eselgrimm. WTD 1/26/62.

Saudi Arabia

Stationery, school and office supplies. Direct purchase and agency. Dabbous Stores (importing distributor, retailer), P.O. Box 157, Jidda. WTD 11/16/61.

South Africa

Wallpapers, murals, wall decorations, novelties. International Wallpaper (Pty.), Ltd. (importer, wholesaler, retailer, exporter, agent), P.O. Box 9438, Johannesburg. WTD 1/23/62.

265 Paperboard Containers, Boxes

Germany

New types of **packing products.** Westdeutscher Bindegarn-Vertrieb (importer), Attn.: Anton Eselgrimm, Oelde/Westfalen, Kleygarten 11. WTD 1/26/62.

266 Building Paper, Building Board Mills

Bermuda

Rock lath, 1,000 bundles. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

280 Chemicals

France

Butyl acetate, ethyl acetate, primary butylic alcohol, glycols, butyl phtalates, octyl phtalates. Direct purchase and agency. Solac, S.A.R.L. (wholesaler, importer), 27 rue des Ardennes, Paris 19. WTD 2/2/59.

Chemical products for research, analysis and control laboratories; all types of **chemicals,** especially synthetic chemical intermediates. Laboratoires du Bois de Boulogne, S.A.R.L. (trader, importer, manufacturer), 33 rue Voltaire, Putueax (Seine). WTD 5/23/60.

Petroleum based or synthetic additives for lubricants; unusual **chemical products,** patented but not yet developed in France. Direct purchase and agency. M. Schmeder, S.A. (manufacturer, importer, exporter, wholesaler), 1 rue du Planty, Saint-Ouen (Seine). WTD 1/4/62.

Industrial **chemical products and specialties.** Direct purchase and agency. Societe d'Exploitation de Produits pour les Industries Chimiques—S.E.P.P.I.C. (manufacturer, wholesaler, importer), 70 avenue des Champs-Elysees, Paris 8. WTD 11/21/61.

Cosmetic industry products. Direct purchase and agency. Société Industrielle & Financiere de l'Industrie du Cuir (S.I.F.I.C.), S.A. (trader, importer), 2 bis rue Caumartin, Paris 9. WTD 12/21/61.

Mexico

Chemicals, such as plastics intermediates, **chemicals** in general for plastics industry, and **agricultural chemicals.** Direct purchase and agency. Monsanto Mexicana, S.A. (manufacturer, importer, exporter), Medellín 79, Mexico 7, D.F. WTD 9/28/61.

Netherlands

Plastics, synthetic resins, and **chemicals** for the paper, rubber, leather, and textile industries. N.V. Handelsvereniging v/h J. & W. Wegman (importing distributor), 3 Stallkade, Amsterdam. WTD 12/21/61.

Synthetic and organic dyestuffs and other intermediates, **textile finishers,** and **optical whitening agents.** Direct purchase and agency. Chemische Fabriek Triade (importing distributor, exporter), 33 Prins Hendrikstraat, Naaldwijk. WTD 12/21/61.

281 Industrial Chemicals

Netherlands

Coaltar dyes and specialties in this line. N.V. Artichemie, Internationale Kleurstoffen & Chemicalien Maatschappij (importing distributor), 56 Rijnkade, Arnhem. WTD 12/21/61.

Pakistan

Chemicals. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

282 Plastic Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Australia

Plastic materials for manufacturer of shop window price tickets. George F. Manuel (manufacturer), 238 Castlereagh St., Sydney. WTD 1/25/62.

Shower curtain film, printed polythene material, and **plastic furnishing material.** Plastic Furnishing Co. Pty., Ltd. (manufacturer's agent, importer, wholesaler), 361 Anzac Parade, Kingsford, N.S.W. WTD 1/25/62.

France

Plastic materials, specialized, patented but not yet developed in France. Direct purchase and agency. M. Schmeder, S.A. (manufacturer, importer, exporter, wholesaler), 1 rue du Planty, Saint-Ouen (Seine). WTD 1/4/62.

Stearates of polyvinyl (plastifier used in plastic industry). Comptoir Francais de Fourntures Industrielles et Ets. Tiscco Reunis, S.A. (manufacturer, importer, exporter, sales agent), 145 rue de Paris, Bobigny (Seine). WTD 12/21/61.

Iran

Special types of **plastic materials** for covering steel tables, imitation marble. Sutteh & Co., Ltd. (importing distributor, manufacturer's agent), 195 Avenue Shah, Tehran. WTD 1/24/62.

283 Drugs

France

Raw materials for the pharmaceutical industry. Laboratoires du Bois de Boulogne, S.A.R.L. (trader, importer, manufacturer), 33 rue Voltaire, Puteaux (Seine). WTD 5/23/60.

Netherlands

Newly developed ethical and non-ethical **pharmaceuticals,** excluding vitamin preparations. N. V. Holphamy (importing distributor), 150 Keizersgracht, Amsterdam. WTD 1/27/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

Formulated **pesticides.** N. V. Plantarts (importing distributor), P.O. Box 50, Groningen. WTD 12/21/61.

285 Paints, Varnishes, Lacquers, Enamels

Saudi Arabia

Paste casein wall paint: 1,000 gal. each color, rose, teal, capri blue, sky blue, new cream; 500 gal. each color, carnation, bermuda, blue, green, light jade, canary yellow; 200 gal. white; 300 gal. aqua. Hussein Mutahar A. Alamoudi (importing distributor, retailer), P.O. Box 314, Jidda. WTD 9/7/61. Color Card.★

Greek Navy Asks Bids For Steel Strip

The Greek Hellenic Naval General Staff is inviting bids for the supply and delivery of approximately 13.2 tons of black electrically furnaced steel strip (hot rolled). The thickness should range from 1/16 to 3/16 in. in various widths.

Interested firms should contact the Ministry of National Defense, Royal Hellenic Naval General Staff, 2 Paparigopoulou St., Athens, quoting reference No. 50607/62. Deadline is Mar. 1.

286 Gum, Wood Chemicals

South Africa

Gum and wood rosin, WW grades or better. Gluepaste Manufacturing Co. (Pty.), Ltd. (manufacturer), 328 Voortrekker Rd., Maitland, Cape Town. WTD 12/21/61.

287 Agricultural Chemicals

Australia

Aqueous solution of ammonia or **anhydrous liquid ammonia** for fertilizers. Westralian Farmers Cooperative, Ltd. (importer, wholesaler, retailer, commission merchant, manufacturer), 569 Wellington St., Perth. WTD 11/20/61.

Netherlands

Formulated **pesticides.** N. V. Plantarts (importing distributor), P.O. Box 50, Groningen. WTD 12/21/61.

289 Miscellaneous Chemical Products

France

Industrial **fats** and **miscellaneous chemical products.** Direct purchase and agency. Société Industrielle & Financiere de l'Industrie du Cuir (S.I.F.I.C.), S.A. (trader, importer), 2 bis rue Caumartin, Paris 9. WTD 12/21/61.

Netherlands

Biochemicals, organic and rare chemicals for research work. Handelsonderneming Amstelstad (importing distributor), 17 Ferdinand Spitstraat, Amsterdam. WTD 12/21/61.

291 Petroleum Refining

Germany

Refined **paraffin wax** in tablets, 54-56° and 60-62° centrigrade melting point, in cardboard cartons containing 50 lb., 10-ton lot shipments. Matthias Hamann & Co. (importing distributor), Schlueskamp 14, Bad Bramstedt, Holstein. WTD 1/30/62.

302 Rubber Footwear

Germany

Rubber shoes, all kinds. Direct purchase and agency. Walter Braun Schuhgrosshandelsgesellschaft mbH (wholesaler, importer, sales agent), 11 Karcherstr., Saarbrucken 3. WTD 12/21/61.

306 Fabricated Rubber Products

Germany

Rubber bands for packing and industrial purposes in various colors, sizes, and diameters. Westdeutscher Bindegarn-Vertrieb (importer), Oelde/Westfalen, Kleygarten 11. WTD 1/26/62.

Hong Kong

Round **rubber thread** for making elastic webbing and braids. Yau Hing Textiles, Ltd. (manufacturer), 1035 Yee Kuk St. (P.O. Box 6386), Kowloon. WTD 1/24/62.

Iran

Rubber tiles. Sutteh & Co., Ltd. (importing distributor, manufacturer's agent), 195 Avenue Shah, Tehran. WTD 1/24/62.

307 Miscellaneous Plastics Products

Bermuda

Vinyl tile, 1,000 sq. ft. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

France

Plastic bottles, containers, jars; accessories such as dispensers, dosing caps, tight caps. Direct purchase and agency. Fred Vauthier & Cie., S.A.—E.V.O.R. (trader), 82 avenue de Wagram, Paris 17. WTD 12/21/61.

Goatskin-shaped **polythene containers** for milk industry specialties, capacity 24 liters, low cost "throw away after use" type. Direct purchase and agency. Ets. L. Thoraval (manufacturer), 16 place Aristide-Briand, Deols (Indre). WTD 12/21/61.

Polystyrene plastic tiles, 50,000 sq. meters. S.E.M., S.A.R.L. (importer, exporter), 46 rue de la Barre, Lille (Nord). WTD 12/21/61.

Saudi Arabia

Plastic household containers, utensils, and tableware. Khalifa Abdulrahman Algosaibi (importing distributor), P.O. Box 408, Jidda. WTD 12/21/61.

311 Leather Tanning, Finishing

Iran

Leather skins. Sutteh & Co., Ltd. (importing distributor, manufacturer's agent), 195 Avenue Shah, Tehran. WTD 1/24/62.

314 Footwear

Germany

Shoes, all kinds, from leather and plastics. Direct purchase and agency. Walter Braun Schuhgrosshandelsgesellschaft mbH (wholesaler, importer, sales agent), 11 Karcherstr., Saarbrucken 3. WTD 12/21/61.

322 Glass, Glassware

France

Glass bottles, containers, and jars; accessories such as dispensers, dosing caps, tight caps. Direct purchase and agency. Fred Vauthier & Cie., S.A.—E.V.O.R. (trader), 82 avenue de Wagram, Paris 17. WTD 12/21/61.

Glassware for table use; **decorative and gift articles** in glass. Direct purchase and agency. E. Gitton, S.A. (wholesaler, importer), 44 Quai Jemmapes, Paris 10. WTD 12/21/61.

Netherlands

Hotel, Cafe, and restaurant glassware. Van Zwanenburg N. V. (importer, wholesaler), Weena 723 (Groothandelsgebouw), Rotterdam. WTD 12/21/61.

Norway

Glassware for bacteriological laboratories. Direct purchase and agency. A/S Substrat (importing distributor, producer), 8 Hauges vei, Tasen, Oslo. WTD 11/30/61.

325 Structural Clay Products

Bermuda

Ceramic tile, 1,000 sq. ft. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

326 Pottery

France

Decorative and gift articles in ceramic and china. Direct purchase and agency. E. Gitton, S.A. (wholesaler, importer), 44 Quai Jemmapes, Paris 10. WTD 12/21/61.

Netherlands

Hotel, cafe, and restaurant porcelain and crockery. Van Zwanenburg N.V. (importer, wholesaler), Weena 723 (Groothandelsgebouw), Rotterdam. WTD 12/21/61.

327 Concrete, Gypsum, Plaster Products

Bermuda

Lime, 500 bags; **gypsum,** 100 bags. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

331 Steel Mill Products

Australia

Metals for manufacture of shop window price tickets. George F. Manuel (manufacturer), 238 Castlereagh St., Sydney. WTD 1/25/62.

Belgium

Mild **steel plates,** 37 S.C. 2 mm. thick, 1915 mm. wide, 75 tons. Trains de Roues du Centre, S.A. (manufacturer), rue Balasse, Bois-du-Luc (Houdeng-Aimeries). WTD 6/8/59.

Germany

Wire staples for packing and industrial purposes. Westdeutscher Bindegarn-Vertrieb (importer), Attn.: Anton Eselgrimm, Oelde/Westfalen, Kleygarten 11. WTD 1/26/62.

Pakistan

Tin plates, pig iron, m.s. sheets. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

Turkey

Stainless steel sheets, 2,000 x 1,000 x

1.70 and 2 mm.; **Stainless steel bands** of 150 mm. wide and 0.90 mm. thick; for cutlery manufacture with 17-18% chrome contents. Baskurt Madeni Esya Fabrikasi, Ltd., Ort. (manufacturer), Maltepe Caddesi 36, Topkapi, Istanbul. WTD 1/22/62.

333 Primary Smelting, Refining of Nonferrous Metals

Pakistan

Copper ingots, tin ingots, aluminum ingots, gun metals. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

Spain

Tinplate for cans. Direct purchase and agency. Conservas Ramirez (canner, exporter), Villamediana, Logrono. WTD 12/21/61.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Pakistan

Aluminum sheets. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

342 Cutlery, Hand Tools, General Hardware

Pakistan

Pulley blocks. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

343 Heating Apparatus, Plumbing Fixtures

Bermuda

Bathroom sets, accessories. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

Pakistan

Sanitary material. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

344 Fabricated Structural Metal Products

Liberia

Steel framework, doors and **roofing** for warehouse 138 x 50 x 20 ft. with 5 normal size doors; garage 100 x 50 x 20 ft. with 2 doors large enough for trucks. United Liberia Rubber Corp. (importing distributor), P.O. Box 51, Monrovia. WTD 1/10/62.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Pakistan

Nuts and bolts. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

348 Miscellaneous Fabricated Wire Products

Pakistan

Barbed wire. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

349 Miscellaneous Fabricated Metal Products

Thailand

Tinfoil. Atlantic Trading Co., Ltd. (importer, wholesaler), 1/12 Suapa Rd., Bangkok. WTD 4/14/60.

351 Engines, Turbines

Italy

Marine **engine parts.** Direct purchase and agency. Fircom. Forniture Industriali Rappresentanze Italiane de Estere Commissioni Export-Import (importing distributor, manufacturer's agent, commission agent), Via S. Eufemia 19, Rome. WTD 12/21/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Shovel loaders for the building industry, equipped with rubber tires and 4-wheel drive, shovel capacity .04-.06 cubic meters. Draeger & Bastian KG, Grosshandlung in Baumaschinen, Baugeraeten (wholesaler), 81 Bahnhofstr., Schwelm. WTD 1/31/62.

Pay loaders with air-inflated rubber tires, 4-wheel drive, shovel capacity of about 18 cubic feet. Spanner Baumaschinen GmbH (importer, exporter, wholesaler, manufacturer), 6 Siesmayerstr., Frankfurt am Main. WTD 3/25/59.

354 Metalworking Machinery, Equipment

France

Automotive repair and maintenance equipment. Direct purchase and agency. Anciens Ets. A. Binet, S.A. (manufacturer, wholesaler, commission agent), 46 rue St-Ferdinand, Paris 17. WTD 1/5/62.

Germany

Newest types of **automatic gages** for cold rolling, such as measuring cold rolled strips. Maerkische Geraete Dr. Ing. Jacques Brockhaus (wholesaler), Plenttenberg-Boeddinghausen. WTD 3/29/61.

India

One complete **plant** to manufacture **copper enamelled wire.** The Cawnpore Dyeing & Cloth Printing Co., Ltd. (manufacturer, exporter), 14/64 Civil Lines, Kanpur, U.P. WTD 1/20/62. Specifications.★

New Zealand

Machine for the production of **threaded nails.** P. & W. Henderson, Ltd. (importing distributor, sales agent), 194-6 Madras St., Christchurch. WTD 1/18/62.

Norway

Machine tools, such as vertical, single and double stroke broaching machines, 10-30 tons; large **lathes,** 24-30 ft.; **stone cutting machines** (block saws and circular saws); **radial drilling machines,** capacity in steel 33mm. Direct purchase and agency. Frithjof E. Berntsen & Co. (importing distributor, manufacturer's agent), 6 Kr. Augustsgate, Oslo. WTD 8/4/61.

Pakistan

Tools and **equipment** for large workshops and mobile workshops, drills, grinding machines. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

Saudi Arabia

Machinery, tools, service and test equipment for large workshop repairing American cars, trucks, tractors. General Enterprises Co. (importer, contractor), P.O. Box 20, Riad. WTD 1/9/62.

355 Special Industry Machinery

France

Machinery for the **paper-making industry.** Direct purchase and agency. Comptoir General des Gommes, S.A.R.L. (importer, exporter, trader), 20 avenue de l'Opera, Paris. WTD 7/22/59.

Germany

Circular saw machines, saw blade di-

Airport Project Tenders Invited by Syria

Bids are invited by the Syrian Arab Republic for construction of the new Damascus International Airport.

The tender includes construction of runways, taxiways, parking lots, internal roads, drainage and sewerage works, and other miscellaneous surfacing and construction projects.

Bids must be submitted by noon, May 22, to the Directorate General of Civil Aviation, Syrian Ministry of Defense, 1 Najmeh Square, Damascus. Interested firms may obtain copies of the specifications from that authority for £S250 (about $70).

ameter 2,000 mm. Kriescher & Cie. (importing distributor), 31 Lindemannstr., Duesseldorf. WTD 11/25/55.

Serigraphic machines for screen printing. Eugen Koch (importer, wholesaler), 6 Salier Str., Duesseldorf. WTD 1/29/62.

Honduras

Silk screen printing machinery. Papeleria e Imprenta Calderón, S. de R. L. (printer, wholesaler, retailer), P.O. Box 9, Tegucigalpa, D.C. WTD 2/26/60.

India

One **dynamic balancing machine,** component weight 2 lb., balancing speed 1,200 r.p.m., other dimensions as per drawings.★ Orient General Industries, Ltd. (manufacturer), 14 Radha Bazar Lane, Calcutta 1. WTD 8/10/60 on Orient Paper Mills, Ltd. (parent company).

Indonesia

Printing and binding equipment. Gunung Agung P. T. (importer, dealer, manufacturer), Djalan Kwitang 13, Djakarta. WTD 1/16/61.

Jordan

Machinery for cutting and rolling **tissue paper.** Zeine & Co. (importing distributor, manufacturer's agent), P.O. Box 101, Amman. WTD 4/27/57.

Norway

Label die cutting machines for pressure sensitive materials on release backing, up to 9 in. web. Direct purchase and agency. Ivar Asting A/S (importing distributor, manufacturer's agent), 69 Oscarsgate, Oslo. WTD 1/23/62.

Turkey

Machinery used in the manufacture of **cardboard packing** for oil heaters, refrigerators, sewing machines. Adafer Ticari ve Sanayi Isletmeleri-Feridun Bayer (manufacturer), Kucuk Mustafa Pasa Karadeniz Caddesi 72, Fener, Istanbul. WTD 12/21/61.

356 General Industrial Machinery, Equipment

Bermuda

Electric pressure pumps, 40 gal. size. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

Germany

Wire stapling machines for packing and industrial purposes. Westdeutscher Bindegarn-Vertrieb (importer), Attn.: Anton Eselgrimm, Oelde/Westfalen, Kleygarten 11. WTD 1/26/62.

Pakistan

Ball and roller bearings. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

357 Office, Computing, Accounting Machines

Saudi Arabia

Adding machines, typewriters, and **accessories** (Arabic and English). Direct purchase and agency. Dabbous Stores (importing distributor, retailer), P.O. Box 157, Jidda. WTD 11/16/61.

358 Service Industry Machines

Germany

Dishwashers for small- and medium-sized restaurants and canteens, 220-volt, 50-cycle, single-phase A.C. Wilhelm C. H. Eikhof (importing distributor), Ferdinandstr. 5, Hamburg 1. WTD 12/21/61.

Netherlands

Large **kitchen installations** for restaurants, hotels, canteens, and institutions. Kirema N. V. (importing distributor), Kamerik, Utrecht. WTD 12/21/61.

Coffee dispensers and other **cup vendors, hot food and fresh-brew coffee machines.** Firma H. W. Nusmeijer (importing distributor), 139 Lipperkerkstraat, Enschede. WTD 12/21/61.

All kinds of complete **kitchen installations and equipment** for ships, cafeterias, hotels, institutions, restaurants, and hospitals, including cooking utensils, refrigeration equipment, stoves, steam trays, sinks, and dishwashing equipment. Van Zwanenburg N.V. (importer, wholesaler), Weena 723 (Groothandelsgebouw), Rotterdam. WTD 12/21/61.

Coin exchangers and **mechanisms.** Automatenfabrief Dijkstra & Tukker N.V. (importing distributor, manufacturer), 41-42 Zeeburgerpad, Amsterdam. WTD 12/21/61.

Norway

Vending machines: Automatic photography units. Sterling Automater, R. Sterling & Co. (importing distributor), 29 Torggaten, Oslo. WTD 1/23/62.

Saudi Arabian Firm Seeks Six Coastal Vessels

The owner of Saudi Arabian Lines is investigating possibilities of obtaining six new or reconditioned coastal vessels of about 3,000 tons each, capable of a speed of 18 knots at full draft. The vessels should be equipped to handle 800 deck passengers for trips of 3 to 4 days duration. In addition, they should also be easily convertible to cargo transport.

Interested ship building firms, ship brokers, and agents should communicate with Muhamad Abu Bakr Bakhashab, Saudi Arabian Lines, Jidda, Saudi Arabia.

Detailed specifications are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Transformers, armored **underground cables, telecommunication cables, aluminum steel cored conductors, electric motors, switchgear, generators, conductors, insulating material** including disk and shakle pin insulators for 11- and 33-kv. electrical accessories and fittings. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

Rhodesia, Nyasaland

Electric household appliances, sound equipment, electronic equipment. Direct purchase and agency. M. J. Martins (manufacturer's agent, distributor), P.O. Box 228, Blantyre, Nyasaland. WTD 1/22/62.

361 Electric Transmission, Distribution Equipment

Philippines

Transformers. Direct purchase and agency. Carlsound Electronics Corp. (importing distributor, manufacturer), 425 Espana Extension, Quezon City. WTD 10/26/60.

362 Electrical Industrial Apparatus

Singapore

Electric motors: ¼, ½, ¾, 1, 2, 3 hp. single-phase 230-volt; three-phase motors, 0.5 to 20 hp., 400-volt, 1,000 r.p.m., 1,800 r.p.m., 3,000 r.p.m.; single-phase generators 1kv.-a., 230-volt, 1,500 r.p.m., 1.5 kv.-a., self-regulating types 2, 2.5, 3, 3.5, 4, 5, 6. Direct purchase and agency. Lindeteves-Jacoberg (Far East), Ltd. (importing distributor, manufacturer's agent), Clemenceau House, Clemenceau Ave., Singapore 9. WTD 8/9/60.

363 Household Appliances

Bermuda

Electric water heaters; 6, 12, 15, and 20 gal. sizes. Direct purchase and exclusive agency. Ll. Newton Butterfield Construction Co. (construction company, importing distributor, manufacturer's agent), Court St., Hamilton. WTD 1/23/62.

Saudi Arabia

Gas appliances and **accessories** such as cylinders, tanks, bottling machinery, adapters. Saudi Gas & Industrialization Co., Ltd. (distributor, wholesaler), P.O. Box 564 Riyadh. WTD 1/30/62.

364 Electric Lighting, Wiring Equipment

France

Lighting fixtures in glassware, ceramic, and china. Direct purchase and agency.

E. Gitton, S.A. (wholesaler, importer), 44 Quai Jemmapes, Paris 10. WTD 12/21/61.

South Africa

Table and floor lamps, medium to better class. Eagle Electric Co. (Pty.), Ltd. (importing distributor), 37/41 Hout St., Cape Town. WTD 12/21/61.

Electric lighting fixtures, medium to better class; domestic, commercial, and industrial **fluorescent lighting equipment.** Eagle Electric Co. (Pty.), Ltd. (importing distributor), 37/41 Hout St., Cape Town. WTD 12/21/61.

366 Communication Equipment

Germany

Tools and equipment for wireless and closed circuit communication systems, electric timing devices, electric signalling and safety devices. **Exclusive agency.** "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

Philippines

Short wave radios. Direct purchase and agency. Carlsound Electronics Corp. (importing distributor, manufacturer), 425 Espana Extension, Quezon City. WTD 10/26/60.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

France

Products and parts entering the manufacture of **batteries** for automobiles, motorcycles. Direct purchase and agency. Baroclem, S.A. (manufacturer), 86-110 avenue Marceau, Courbevoie (Seine). WTD 12/21/61.

Electronic components, parts, and materials for hearing instruments and devices; **prosthetic hearing aids.** Direct purchase and agency. Ets. Lancon (dealer), 17 rue Alsace-Lorraine, Toulouse, Haute-Garonne. WTD 12/21/61.

South Africa

Transistor-operated **relays for automobiles,** capacities up to 220 volts; all other **automotive electrical equipment** and **allied parts** for auto-electrical trade. Flederman's Auto Electric (Pty.), Ltd. (importing distributor), 40 Bree St., Cape Town. WTD 12/21/61.

371 Motor Vehicles, Equipment

France

Spare parts and **accessories** for automotive vehicles. Direct purchase and agency. Anciens Ets. A. Binet, S.A. (manufacturer, wholesaler, commission agent), 46 rue St-Ferdinand, Paris 17. WTD 1/5/62.

Pakistan

Auto spare parts. Direct purchase and agency. World Over Suppliers Corp. (manufacturer's agent, commission merchant), 2 Beadon Rd., Lahore. WTD 1/30/62.

Danish Exporters Listed In 1962 Directory

The Export Directory of Denmark —1962, published by Kraks Legat, 17 Nytorv, Copenhagen K, in collaboration with the Trade Information Department of the Danish Ministry of Foreign Affairs and with the support of the Ministry of Commerce, lists exporters in Denmark, Greenland, and the Faroe Islands.

This 969-page directory, indexed in Danish, English, French, German, and Spanish, lists firms alphabetically and under multilingual classified headings. Manufacturing exporters are identified, and contractors, civil and consulting engineers, banks, shipowners, ship brokers, aviation firms, trade associations, and trademarks are also included. Firms are listed alphabetically with complete addresses, telephone and telex numbers, cable codes and principal export products.

The directory may be reviewed in the Commercial Intelligence Division, Bureau of International Business Operations, U. S. Department of Commerce, Washington 25, D. C. Older editions are on file in several of the Department's Field Offices.

Saudi Arabia

New and rebuilt **spareparts** for American automobiles, tractors, engines. General Enterprises Co. (importer, contractor), P.O. Box 20, Riad. WTD 1/9/62.

372 Aircraft, Parts

Australia

Light and medium **aircraft** and **aeronautical equipment,** new and used. Air Express Co. Pty., Ltd. (air charter operators), Beatty Rd., Archerfield, Brisbane. WTD 12/21/61.

373 Ship, Boat Building, Repairing

Germany

Cabin cruisers for inboard and outboard motors, up to 20 ft. in length. Direct purchase and agency. Winter, Reisner & Co. (importing distributor, manufacturer's agent), Schuetzenstr. 79-85, Hamburg-Altona. WTD 8/19/60.

381 Engineering, Laboratory, Scientific & Research Instruments

Italy

Electronic apparatus for ships, aircraft, and air navigation control from the ground. Direct purchase and agency. Fircom, Forniture Industriali Rappresentanze Italiane ed Estere Commissioni Import-Export (importing distributor, manufacturer's agent, commission merchant), Via S. Eufemia 19, Rome. WTD 12/21/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Norway

Flow controllers, regulators, and **flow metering instruments** for city water purification plants. Direct purchase and agency. Sivilingenior J. C. Falkenberg (importing distributor, manufacturer's agent, contractor), 30 Raadhusgaten, Oslo. WTD 12/29/61.

386 Photographic Equipment, Supplies

Saudi Arabia

"White-printing" machine, photo-duplicating equipment. Dabbous Stores (importing distributor, retailer), P.O. Box 157, Jidda. WTD 11/16/61.

391 Jewelry, Silverware, Plated Ware

France

Low-priced **tableware,** such as sugar tongs, ice twisters, dishes, crumb collectors, fruit picks, moka spoons in boxes, table mats, decanter stands, pourers for bottles. Direct purchase and agency. E. Gitton, S.A. (wholesaler, importer), 44 Quai Jemmapes, Paris 10. WTD 12/21/61.

Netherlands

Hotel, cafe, and restaurant **cutlery** and **flatware.** Van Zwanenburg N.V. (importer, wholesaler), Weena 723 (Groothandelsgebouw), Rotterdam. WTD 12/21/61.

394 Toys, Amusement, Sporting, Athletic Goods

Germany

Teaching equipment for kindergartens and schools, such as educational toys, handicraft materials, arts and crafts materials. Waltraud Wolf (importing distributor, wholesaler), 19 Juengststr., Bielefeld. WTD 1/29/62.

Hong Kong

Scooters, low-priced. Direct purchase and agency. International Mercanhouse (importing distributor, manufacturer's agent), 11 Mosque St. WTD 1/23/62.

Ireland

Metal and mechanical toys, especially diecast guns. Jaymac Importers, Ltd. (importer), Attn.: Jerry Byrnes, Director, 8 Ellis Quay, Dublin. WTD 12/21/61.

Pakistan

Tennis and badminton rackets, soccer and rugby balls, ice hockey sticks, baseball gloves, boxing gloves. Lofty Sports (manufacturer, wholesaler, exporter), Abbot Rd., Sialkot City. WTD 12/9/60.

Saudi Arabia

Underwater **diving equipment,** including tanks, regulators, knives, compasses. Dabbous Stores (importing distributor,

retailer), P.O. Box 157, Jidda. WTD 11/16/61.

395 Pens, Pencils, Other Office & Artists' Materials

England

Blackboard equipment, rulers, school scissors, drawing pins, and any new school materials which would be of interest to the educational trade. Direct purchase and agency. The Bayless Manufacturing Co., Ltd. (importing distributor, manufacturer's agent, manufacturer), 3 Bloemfontein Ave., London W.12. WTD 1/30/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Germany

Costume jewelry and **gift items** for the horseman. Direct purchase and agency. Heinz Freitag (importing distributor, manufacturer's agent), Eichenstr. 54, Hamburg 19. WTD 1/30/62.

Netherlands

Medium-priced **costume jewelry.** N.V. Groothandel in Bijouterieen "Aristo" (importing distributor), 1 Zwarte Hondstraat, Rotterdam 1. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

Australia

Price tickets for shop windows only. George F. Manuel (manufacturer), 238 Castlereagh St., Sydney. WTD 1/25/62.

Kenya

Ladies' **handbag frames and locks.** MacKays, Ltd. (manufacturer, distributor), P.O. Box 4050, Nairobi. WTD 1/30/62.

Netherlands

Frames for ladies' **handbags.** Damestassenfabriek N.V. C. le Comte (manufacturer), 4 Haspelstraat, Amsterdam. WTD 12/21/61.

Novelties, souvenir articles, and **gift items.** Direct purchase and agency. H. Hooft (importer, wholesaler), 11a Peppelweg, Rotterdam 12. WTD 12/21/61.

Norway

Slot machines: Orientation telescopes, pinball, and other amusement games. Sterling Automater, R. Sterling & Co. (importing distributor), 29 Torggaten, Oslo. WTD 1/23/62.

Sweden

Gift articles for publicity purposes. Direct purchase and agency. Hansa Nordic AB (importing distributor, manufacturer's agent, wholesaler), Kristinelundsgatan 11, Goteborg. WTD 12/21/61.

509 Miscellaneous Wholesalers

Germany

Scraps of **crepe rubber** with gas-filled pores from shoe production in the following colors: White, ivory, cream, brown. E. Fischer-Lederabfall-Grosshandlung (wholesaler, importer, exporter), Postfach 140, Pirmasens/Pfalz. WTD 12/21/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

Netherlands

California **walnuts** and **almonds.** De Winter & Konijn N.V. (commission merchant), 270 Herengracht, Amsterdam. WTD 12/21/61.

200 Food

Germany

Canned **fruit** and **vegetables;** canned **meat; chocolate** and **candies,** all kinds; canned **milk.** Walter Bertelsmann (manufacturer's agent), 72 Augustastr., Wuppertal-Elberfeld. WTD 1/30/62.

Uruguay

Canned Alaska **salmon, lobster, crab meat,** other **seafoods;** all types of canned **fruit; cookies, confections** and **candy** in decorated metal containers; California dried **fruit.** Fritz Schwed, Representaciones (manufacturer's agent), Casilla de Correo 504, Montevideo. WTD 1/11/62.

201 Meat Products

Netherlands

Frozen **chickens.** Gebroeders Jagersma (commission merchant), 46-48 Jufferenwal, Zwolle. WTD 12/21/61.

211 Cigarettes

Hong Kong

Cigarettes, first-class, king-size, about 400 cases per trial shipment. Fongyun & Sons (H.K.) Corp. (commission merchant), 305 Li Po Chun Chambers, P.O. Box 14220. WTD 1/31/62.

220 Textile Mill Products

Guatemala

Textiles: Cotton, silk, woolen, rayon, nylon. Comercial Atlántica, S.C. (Servicios Continentales), (manufacturer's agent), 10a Calle 13-53, Zona 1, Guatemala City. WTD 1/31/62.

Netherlands

Upholstery fabrics, curtain materials. Handelsonderneming Gerve (manufacturer's agent), 19 Graafseweg, Nijmegen. WTD 12/21/61.

South Africa

All types of **textiles** (cotton, wool, synthetics) for manufacturing garments, underwear, allied trimmings. A. Braun (manufacturer's agent), 55 Hout St., P.O. Box 3554, Cape Town. WTD 12/21/61.

225 Knitwear

Germany

Hosiery, gloves, and **mittens;** ladies', men's and children's knitted **underwear** made of cotton, wool, and synthetics; **jersey fabrics** (wool and other materials); novelty knitted **outerwear.** Kurt Fischer (importer, manufacturer's agent), 3 Zelgmadenstr., Stuttgart-Sillenbuch. WTD 1/30/62.

227 Floor Covering Mills

Guatemala

Wool and cotton carpets, less expensive types. J. L. Crespo E. (manufacturer's agent), 12 Calle 4-55, Zona 1, Guatemala City. WTD 1/29/62.

228 Yarn, Thread Mills

Iran

Viscose staple yarn (cotton and wool type), 1/5 denier 38 mm. Iran-Pazargad Co., Ltd. (manufacturer's agent, commission merchant), 8-9 Serai Omid, Tehran. WTD 1/18/62.

230 Apparel

Germany

Clothing for boys and girls, ages 4-14, such as dresses, coats, play clothing, and suits; medium- and lower-priced. Wilhelm Fuchs (manufacturer's agent), 2-6 Richmodstr., Koeln. WTD 1/29/62.

233 Women's, Misses', Juniors' Outerwear

Germany

Women's and teenagers' **dresses** and **blouses** made of fabrics other than cotton, for street wear in medium-range prices. Paul Dormagen (manufacturer's agent), 503 Altendorferstr., Essen-Borbeck. WTD 12/4/61.

239 Miscellaneous Fabricated Textile Products

Netherlands

Draperies. Handelsonderneming Gerve (manufacturer's agent), 19 Graafseweg, Nijmegen. WTD 12/21/61.

262 Paper Mills

Netherlands

Paper for inner soles. Hugo Bernstein (manufacturer's agent), 58 Maasstraat, Amsterdam. WTD 12/21/61. Sample.★

263 Paperboard Mills

Singapore

Strawboard, 25½x30½ in. International Syndicate (manufacturer's agent, commission merchant, exporter), 189 Cecil St. WTD 8/1/61. Sample.★

264 Converted Paper, Paperboard Products

Guatemala

Paper supplies and **stationery.** Commercial Atlántica, S.C. (Servicios Continentales), (manufacturer's agent), 10a

Calle 13-53, Zona 1, Guatemala City. WTD 1/31/62.

280 Chemicals

France

Chemicals for paper, ceramic, paint, and rubber industries. C. Reinbold & Fils, S.A.R.L. (wholesaler, importer), 10 rue Perree, Paris 3. WTD 2/7/61.

281 Industrial Chemicals

Guatemala

Caustic soda, liquid glucose. Andrews, Downing & Compania, S.C. (manufacturer's agent), 12 Calle 8-24, Zona 1, Guatemala City. WTD 1/31/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Netherlands

Plastic semi-manufactures, such as tubes, sheets, foils, rods. Technisch Handelsbureau Frese & Van Beusekom (manufacturer's agent), 41 Wagnerkade, Heemstede. WTD 12/21/61.

Netherlands

Polyvinyl acetate, polyvinyl chloride, polythene, polypropylene, polyvinyl alcohol, plastics, intermediates, cresols, and **phenols.** Celchema, N.V. (manufacturer's agent), 545-549 Herengracht, Amsterdam. WTD 12/21/61.

South Africa

All weights of **plastic sheeting** for manufacture of handbags, shopping and beach bags, travel cases, curtaining, and tablecloths. A. Braun (manufacturer's agent), 55 Hout St., P.O. Box 3554, Cape Town. WTD 12/21/61.

287 Agricultural Chemicals

Turkey

Fertilizers of all kinds such as ammonium nitrate, potassium sulphate, copper sulphate, and nitrogenous fertilizers. Dogan Akinci (importer, indent agent), Santral Han 401, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/61.

299 Miscellaneous Petroleum, Coal Products

Italy

Motor lubricating oils and greases. Kingston Oil Co. (importing distributor), Via Vittor Pisani 14, Milan. WTD 1/19/62.

322 Glass, Glassware

Netherlands

Hotel, cafe, or restaurant glassware. Hotelgroothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

326 Pottery

Netherlands

Hotel, cafe, or restaurant crockery and porcelain. Hotelgroothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

Port Work Scale Models Sought by Argentina

The Government of Argentina has invited bids for construction of scale models of the works to be executed at the Port of Commodoro Rivadavia.

Completed bids should be submitted on or before Apr. 30 to Secretaria de Estado de Obras Públicas, Dirección Nacional de Construcciones Portuarias y Vias Navegables, Avenida 9 de Julio 1925, Buenos Aires.

Bidding documents may be examined at the Economic Counselor's Office, Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C., or purchased from that authority for 7,000 Argentine pesos (approximately $12).

336 Nonferrous Foundries

Netherlands

Large capacity **cooking utensils** of cast aluminum. Hotelgroothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

342 Cutlery, Hand Tools, General Hardware

Philippines

Small tools for builders. Quality Factors (manufacturer's agent), 1204 Manhattan Bldg., Manila. WTD 1/29/62.

344 Fabricated Structural Metal Products

Turkey

Compressed gas cylinders, spray-painted, with anti-pressure tip and gas tap. Dogan Akinci (importer, indent agent), Santral Han 401, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/61.

346 Metal Stampings

Netherlands

Large capacity **cooking utensils** of stamped and spun aluminum, stainless steel, and other stamped metals. Hotelgroothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

351 Engines, Turbines

Italy

High-speed **marine engines,** gasoline- or, preferably, diesel-powered. Svend-Sias, (manufacturer's agent, installer of marine diesel engines), Via Montevideo 20, Rome. WTD 12/21/61.

352 Farm Machinery, Equipment

France

Spare parts and accessories for agricultural tractors. Exclusive agency. Augustin Bataille (manufacturer, wholesaler, importer, exporter), 13 rue du Landy, Clichy (Seine). WTD 12/21/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Philippines

Heavy items for builders. Quality Factors (manufacturer's agent), 1204 Manhattan Bldg., Manila. WTD 1/29/62.

Spain

Machinery for construction and repair of highways. Baldomero Montoya Diaz (manufacturer's agent), Pedro Valdivia 4, Madrid 6. WTD 12/11/61.

354 Metalworking Machinery, Equipment

Australia

Chrome plating and galvanizing machines. Lores Agencies (manufacturer's representative, wholesaler), 42-46 Sussex St., Maylands. WTD 12/21/61.

Automatic machine performing multiple operations in the working of brass, such as shaping and threading. Lores Agencies (manufacturer's representative, wholesaler), 42-46 Sussex St., Maylands. WTD 12/21/61.

France

Tools for automotive garages. Ets. Mestre & Glatge, S.A. (wholesaler, importer), 164 rue Danton, Levallois-Perret (Seine). WTD 4/21/61.

355 Special Industry Machinery

New Zealand

Machinery for garment manufacture (suits, coats, shirts, underwear, corsetry, swimsuits); **machinery** for manufacture of footwear. P. & W. Henderson, Ltd., (importing distributor, sales agent), 194-6 Madras St., Christchurch. WTD 1/18/62.

356 General Industrial Machinery, Equipment

Italy

Hydraulic remote controls for engine rooms of ships. Svend-Sias, Rome (manufacturer's agent, installer of marine diesel engines), Via Montevideo 20, Rome. WTD 12/21/61.

358 Service Industry Machines

Germany

Electric refrigerators and **refrigerator display cases.** "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

Hong Kong

Room **air-conditioners;** BTU from 9,000 to 30,000; voltage 200 to 230 a.c.; 50-cycle, single-phase. Worldwide Sales Co. (importing distributor, manufacturer's agent), Wellington House. WTD 4/14/61.

Netherlands

Dishwashers, coffee makers. Hotel-

groothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

362 Electrical Industrial Apparatus

Germany

Electric equipment for railways, tramways, overhead wire buses, buses, and motor vehicles. "Tobia" Elektrogesellschaft mbH & Co., KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

363 Household Appliances

Barbados

Gas stoves and ranges utilizing both bottled and natural gas; all **electrical equipment**, such as clocks and timers, included with stove adapted for 110-volt, 50-cycle current; both stoves and ranges must be AGA approved for propane gas. Plantations, Ltd. (importer, retailer, exporter), P.O. Box 229, Bridgetown, Barbados, W.I. WTD 1/29/62.

Germany

Dishwashing machines and other electrical household equipment, 220-a.c., 50-cycle, single-phase and 380-a.c., 3-phase currents. Hasso Niejahr (manufacturer's agent), Lorenzendamm 19, Kiel. WTD 1/30/62.

Electric household and kitchen appliances. "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

Guatemala

Small household **electrical appliances**, such as toasters and juice extractors. Compañia Guatemalteca de Aparatos Eléctricos, Ltda. (importing distributor, manufacturer's agent), 10a Calle 5-18, Zona 1, Guatemala City. WTD 1/30/62.

365 Radio, Television Receiving Sets

Germany

Radio and television sets and equipment, radio and television antennas, electro-acoustic equipment, phonographs. Exclusive agency. "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

South Africa

Pre-recorded **tapes** of U.S. dance music, entertainment, operettas, operas, and classics, Hi-Fi and stereo; 2, 4, and monaural channel; 7 in. reels, 7½ i.p.s.; 5 in. reels, 3¾ i.p.s. H. D. Busse (Pty.), Ltd. (manufacturer's agent), 810 Grand Parade Centre, P.O. Box 4589, Cape Town. WTD 4/4/61.

367 Electronic Components, Accessories

Germany

Electronic and special tubes, crystals and semi-conductors, component parts for communication systems. Exclusive agency. "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Germany

Accumulators and **batteries.** "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

371 Motor Vehicles, Equipment

France

Spare parts and **accessories** for automobiles. Exclusive agency. Augustin Bataille (manufacturer, wholesaler, importer, exporter), 13 rue du Landy, Clichy (Seine). WTD 12/21/61.

372 Aircraft, Parts

Netherlands

All kinds of **material** for aircraft and aircraft repair work, including hardware and specific to-type items. Compro, Inc. (manufacturer's agent, commission merchant), 41 Faurestraat, Bergen op Zoom. WTD 10/19/60.

373 Ship, Boat Building, Repairing

Indonesia

Ship accessories, including lamps, searchlights, bells, communications, radar, and other electrical equipment. Indesa, Ltd. (importer, distributor), Kali Besar Timur II/3, Djakarta. WTD 5/10/60.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

Electric testing and research equipment. "Tobia" Elektrogesellschaft mbH & Co. KG (wholesaler, retailer), 22 Viehofer Str., Essen/R. WTD 1/26/62.

391 Jewelry, Silverware, Plated Ware

Netherlands

Hotel, cafe, or restaurant cutlery and

Markets . . .

(Continued from page 330)

4. Do you wish to obtain an agent or do you prefer to export directly? If so, in which countries?

5. Do you prefer to import for your own account or to act as an agent?

6. Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

7. Are you interested in licensing a qualified company to produce your products abroad? If so, describe in detail nature of agreement you would consider.

8. To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

9. What type of company would be qualified to transact your business?

All the information, besides the answers to these nine questions, that you provide will contribute to the most successful selling approach possible. Don't hesitate to better illustrate your proposition by including catalogues and brochures along with indications of the size and scope of your operations. No one is too large or small to be represented.

Send all information (an original and two carbon copies for each of the five countries) to Director, Trade Mission to Middle Africa, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or any Department of Commerce Field Office.

Fair . . .

(Continued from page 331)

ity—and purchasing power—of the increasingly numerous Libyan businessmen.

One of these shows—a full range of modern, U.S.-made automotive testing equipment—long familiar to the American garage-owner. The equipment includes a variety of machines which measure ignition, compression and carburetion performance of any automobile motor, American or foreign. Fairgoers also are evincing considerable interest in brake repair and renovation equipment, and an automatic wheel-balancing machine.

Another of the businessmen-oriented exhibits shows a small but complete offset printing plant in operation. It includes type-setting machines, a camera and plate-maker, an offset press, and binding, folding and stapling equipment.

A third such area is showing Libyan businessmen how a plastic material called Impact Styrene can be shaped into consumer items with a universal plastic press capable of stretch-forming, free-blowing, blow-molding, and vacuum-forming. Demonstrators are making small planters for home use by the vacuum-molding procedure, then giving them away as souvenirs.

The general public has been intrigued by an elementary "science show," manned by a science specialist from the District of Columbia school system.

investment in

INDIA

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Published in 1961. Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

flatware. Hotelgroothandel L. van Beek & Zoon (importer, manufacturer, wholesaler), 56 Hoogstraat, Eindhoven. WTD 1/25/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

South Africa

All types of **buckles** for manufacture of men's and ladies' belts. A. Braun (manufacturer's agent), 55 Hout St., P.O. Box 3554, Cape Town. WTD 12/21/61.

470 Transportation Services

Saudi Arabia

Firm wants to act as customs broker and forwarder for U.S. shipping company, preferably one which would do same for the Saudi firm's shipments to the United States. Mohamed Fazil Abdulla Arab (importing distributor, commission merchant), P.O. Box 301, Damman and P.O. Box 260, Al Khobar. WTD 2/13/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

149 Mica

Burma

Dressed and raw **mica,** 50-150 tons monthly. Direct or through agents. Duwun Trading Co. (export merchant), 8 Oliphant St., Rangoon. WTD 1/24/62. Sample and specifications.★

203 Canned Foods

Spain

Canned **tomatoes** and **peas.** Canned without anti-ferment; 1,500 boxes of 50 one-pound tins each of canned tomatoes and 600 boxes of 50 one-pound tins each of canned peas. Direct or appointment of U.S. selling agent would be considered. Conservas Ramirez (manufacturer, exporter), Villamediana, Logrono. WTD 12/21/61.

France

Field mushrooms (cepes), in 4/4 and 1/2 tin cans, extra choice and first choice; 3,000 cases available in September. Direct sales preferred. Georges Dubedout Fils & Co. (Etablissements), (wholesaler, exporter, importer), 30 Allees d'Orleans, Bordeaux, Gironde. WTD 1/19/60.

223 Broadwoven Fabrics, Wool

Egypt

Woolen and worsted fabrics; woolen knit yarns. Best to medium quality. Different weights, 80 different varieties. Direct or through agents. Société Egyptienne de Filature et Tissage de Laine (POLETEX), S.A.E. (manufacturer), P.O. Box 1938, Cairo, U.A.R. WTD 1/30/62. Samples.★

229 Miscellaneous Textile Goods

France

Sleeve and pocket linings, for men, warp: Rayon; tram: Fibranne. Direct or through agents. Nouveaux Ets. Subrenat & Cie, S.A. (manufacturer, wholesaler), 29 rue Fosse-aux-Chenes, Roubaix (Nord). WTD 12/21/61.

238 Apparel

France

Upper garments (wool or synthetic knitted fabrics) for women: Robes, cardigan jackets, overcoats. Good quality. Direct or through agents. Etablissements Leman Et Cie (manufacturer, wholesaler, exporter), Boite Postale 227. Pau, Besses-Pyrenees. WTD 2/2/62.

281 Alkalies, Chlorine, Other Chemicals

Ceylon

Chlorine; 500 tons available. The Paranthan Chemicals Corp. (manufacturer), 110 Generals Lake Rd., Colombo 2. WTD 11/25/57.

France

Copper sulphate (crystals, powder, and other forms); other **cupric products,** including Bordeaux mixture, "Macclesfield" for use by viniculture and agriculture. Good quality. Large quantities. La Cornubia (Société Anonyme), (producer, wholesaler, exporter), 15 Allees de Chartres, Bordeaux, Gironde. WTD 1/24/62.

284 Surface Active Agents

Germany

Protective agents for woods of all kinds; also for buildings. Direct or through agents. R. Avenatius & Co., Chemische Fabrik (manufacturer), 25 Bahnhofstrasse, Gau-Algesheim/Rhein. WTD 1/30/62.

Egypt

Egyptian **geranium oil,** 100% pure; 2,000 to 4,000 kilograms a year. Direct or through agents. N. I. Ibrahim (exporter, commission merchant), El Falaki St., No. 8, Alexandria, U.A.R. WTD 2/2/62.

311 Leather

Germany

Upper leather for the shoe industry; **leather** for the leather goods industry. Direct or through agents. Fritz Haeuser AG, Lederfabrik (manufacturer), Backnang/Wuerttember. WTD 1/29/62.

322 Glassware

France

Crystal and **glasswares** (hand cut) Various types and grades. Direct or through agents. Univer, S.A.R.L. (Union des Industries du Verre pour l'Exportation), (union exporter), 17 bis rue de Paradis, Paris 10. WTD 2/24/61.

331 Cold Rolled Sheets, Strips, Bars

Belgium

Reinforcing concrete bars, angles, flats, channels, and joists. G. W. J. Blackman & Co. (exporter), 15 rue Prunieau, Charleroi. WTD 12/21/61. Leaflet.★

345 Bolts, Nuts, Screws

Japan

Various kinds of **bolts.** Direct or through agents. Itoman & Co., Ltd. (exporter of general merchandise and machinery), 46, Hommachi 4-Chome Higashiku, P.O. Box 199, Osaka. WTD 4/15/60.

348 Miscellaneous Fabricated Wire Products

Belgium

Wire products—nails, wire, barbed wire. All quantities. G. W. J. Blackman & Co. (exporter), 15 rue Prunieau, Charleroi. WTD 12/21/61.

363 Household Cooking Equipment

France

Food machinery and **kitchen appliances,** for commercial and home use, including vegetable (carrots, potatoes) peelers; automatic, water operated, and equipped with electric motors, capacity 1 to 30 kilograms per machine; chopping and mincing machines; shell-fish scrapers. Direct sales preferred. Sama (Société d'Appareils Menagers et d'Alimentation), (manufacturer, wholesaler, exporter), Aubusson, Creuse. WTD 2/16/61.

371 Motor Vehicle Parts, Accessories

Germany

Automotive accessories—rear-view mirrors, ornamental grids, bumper guards, mudguard protectors, hubcaps. C. Albert & Co. (manufacturer), 10 Paulstrasse, Wuppertal-Barmen. WTD 1/9/61. Catalogs.★

373 Boat Building

Trinidad

Hand molded fiberglass **pleasure or work boats,** overall length 26 to 70 ft., planning or displacement hulls. Firm interested in importing boats complete, except for engines, and outfitting engines and marketing them; or in locating wholesaler or indent sales agent willing to handle boats, complete with engines. Modern Methods (Caribbean), Ltd. (manufacturer), 233 Western Main Rd., Cocorite, Port of Spain. WTD 12/4/61. Specifications.★

391 Jewelry

South Africa, Republic of

Precious, semi-precious, and quartz stones and jewelry. Direct or through

agents. H. Newman (manufacturer, wholesaler, retailer), 52b Adderley St., P.O. Box 1933, Cape Town. WTD 12/21/61. Leaflet.★

394 Sporting, Athletic Goods

Japan

Golf clubs, other **golf articles.** Maruzen Co., Ltd. (manufacturer), 6 Tori-Nichome Nihonbashi Tokyo, P.O. Box 605 Tokyo Central. WTD 2/29/60. Leaflet.★

399 Miscellaneous Manufacturing Industries

Germany

White **sheepskin scraps** from shoe production. E. Fischer-Lederabfall-Grosshandlung (wholesaler, exporter), Postfach 140, Pirmasens/Pfalz. WTD 12/21/61.

Japan

Porcelain, china, glass, and enameled wares, fancy goods and **novelties; steel products, kitchen** or other **tools; shoes; transistor radios, electric fans; machinery** and parts made of steel. Taiyo Bussan Co., Ltd. (manufacturer, exporter, importer), P.O. Box 842, Kobe. WTD 2/16/56.

505 Farm Products, Raw Materials

Jordan

Soil from the Garden of Gethsemane, Mount of Olives, and Mount of Temptation, Bethlehem, near Church of Nativity; also water from the Jordan River. Near East Export Co. (exporter and importer), P.O. Box 982. WTD 6/28/61.

States . . .

(Continued from page 331)

Minnesota.—Di-Acro Corp., Lake City.

Missouri.—Hunter Engineering Co., St. Louis.

New Jersey.—VariTyper Corp., Newark.

New York City.—AMF International; American Telephone & Telegraph Co.; Bulova Watch Co.; Cordley & Hayes; International Basic Economy Corp.; International General Electric Co.; Irrigation Development Corp.; Remington Rand International; Singer Manufacturing Co.; and Western Union Telegraph Co.

New York State (Other than NYC).—Swingline, Inc., Long Island City; and Eastman Kodak Co., Rochester.

Ohio.—Addressograph-Multigraph Corp., Cleveland.

Pennsylvania.—Hamilton Watch Co., Lancaster; and Radio Corp. of America, Lancaster.

South Carolina.—Southern Plastics Co., Columbia.

Texas.—Griggs Equipment Co., Belton.

West Virginia.—Gravely Tractors, Dunbar.

Wisconsin.—Snap-On Tools Corp., Kenosha; and Applied Power International, Milwaukee.

Agency Index Promotes Exports

Are you taking advantage of a service designed to put prospective foreign buyers in speedy touch with local sources of supply for your products? All you need to do is list the names and addresses of your oversea agents, distributors, or licensees with U.S. Foreign Service posts through the Bureau of International Business Operations.

Foreign Service officers handling commercial matters in countries abroad frequently receive inquiries about how purchases of American goods can be made locally. By having at their fingertips the names and addresses of agents and licensees for American concerns, they will be able to place before prospective customers information on local sources of all U.S. products listed. Buyers interested in a trademarked product or replacement equipment will be able to contact local representatives quickly and arrange to expedite delivery if the merchandise is urgently needed. This stepped-up service should stimulate sales of U.S. products.

American manufacturers and exporters are invited to prepare 3 x 5 cards on their agents and licensees in each foreign country and send them to their Department of Commerce Field Office or to the Bureau of International Business Operations. The Bureau will forward the cards to the appropriate Foreign Service post. The data are not for publication.

1. Name and address of U.S. manufacturer and its U.S. export representative, if any; or name and address of U.S. export concern and the U.S. manufacturer represented. NOTE: This card will be indexed under name first given. More than one card may be submitted if appropriate. This should be done when inquiries might be received under trade names or names of subsidiaries.

2. Product(s) exported, including trademarks (place additional comments on reverse)

3. Name and address of representative or licensee

4. Type of representation (exclusive or nonexclusive agent, distributor, licensee, etc.)	5. Territory covered	Date

FORM FC-30 (8-3-59) USCOMM-DC 52276-P AGENCY INDEX U.S. DEPARTMENT OF COMMERCE | *Budget Bureau No. 41-R1988 Approval Expires June 30, 1962*

Mail completed form to the nearest U.S. Department of Commerce Field Office, or to the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Copies of this form (FC-30) are available from any of the 33 Department of Commerce Field Offices or from the Bureau's Commercial Intelligence Division. If preferred, firms may prepare their own forms by using blank 3 x 5 cards and following the format above. Special explanatory comments about a product may be included on the back of the card.

At least one card is needed for each country where a representative or licensee is located. If a firm has split representation for different products or more than one agent or licensee in one country, separate cards should be submitted.

All U.S. manufacturers and exporters with representation overseas are urged to send in their agency information promptly and to keep it current by submitting replacement cards whenever changes occur or new arrangements are made. With this information the Foreign Service can be of greater help in promoting the ready sale of U.S. products in foreign markets.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

William Fan, representing Oriental Lace Co., 237 Murray St., Perth, interested in inexpensive lines of **novelties, wooden and rubber toys, handkerchiefs, towels,** and all kinds of **soft goods.** Mar. 21 via San Francisco for 1 month; c/o Thomas Cook & Son, in each city on itinerary: San Francisco, Los Angeles, Chicago, Washington, D.C., and New York.

R. H. Harris, representing Eden Distributors Pty., Ltd., 107 Liverpool St., Sydney, interested in obtaining agencies for and direct purchase of **toys, games, novelties,** and **amusements.** Mar. 15 via New York for 1 month; c/o Ewing, J. A. & McDonald, Inc., 470 Park Ave., South, New York, N.Y. Itinerary: New York, Chicago, San Francisco, and Los Angeles.

A. W. King, representing Kings Auto Spares & Service Co. Pty., Ltd., 170 Denison St., Rockhampton, Queensland, interested in **motor replacement parts** for heavy vehicles; purchase of 15-ton **dump trucks.** Mar. 18 via New York for 2 weeks; c/o Funch Edye & Co., Inc., M.V. Port Invercargill, 25 Broadway, New York, N.Y. Itinerary: New York, and Cumberland, Md.

England

J. M. Ramshall, managing director, Farnell Instruments, Ltd., Light Industrial Estate, York Rd., Wetherby, Yorkshire, interested in obtaining agencies from U.S. manufacturers and representing them in the United Kingdom for **electronic control instruments and equipment;** also to appoint agents in U.S. for products which include **transistor power units, digital tachometers** and other **transistorized electronic control instruments.** Mar. 19 via Cincinnati for 2 weeks; Itinerary: March 19-21, Sheraton Gibson Hotel, Cincinnati; March 21-25, Sheraton-Blackstone Hotel, Chicago; March 26-31, Park Sheraton Hotel, New York.

France

Gilbert Meurgue, 19 bis boulevard de Montmorency, Paris 16eme, interested in licensing for manufacture, in France, new **packaging** ideas; new designs for **die cutting of packaging materials;** and new types of **packages.** Feb. 10 via New York for 2½ months; c/o U.S. Department of Commerce Field Offices on itinerary: New York; Wayne and Philadelphia, Pa.; Rockaway and Saddle Brook, N.J.; Jacksonville; Atlanta; Louisville; Cincinnati; Chicago and Waukegan, Ill.; Madison, Wisc.; Emeryville, Millbrae, Los Angeles, and Fullerton, Calif.

India

L. S. Agarwal, representing Laxman Engineering Industries, 15/1 Asaf Ali Rd., New Delhi, seeks U.S. collaboration for establishment of plant in India for manufacture of **fluorescent tubes, mercury vapor lamp, glass tubes, high- and low-tension insulators, ceramics, plumbing fixtures, aluminum extrusions,** and **sheets** and **foils.** Feb. 20 via New York for 1 month; c/o W. J. Fleming, Director, Westinghouse Electric International, 40 Wall St., New York, N.Y. Itinerary: New York, Washington, D.C., Pittsburgh, Chicago, and Boston.

Japan

Toshi Saito, Chief 5th Designing Section, Nagoya Machinery Works, Mitsubishi Heavy Industries, Reorganized, Ltd., No. 1, Takamichi, Iwatsuka-cho, Nakamura-ku, Nagoya, interested in visiting **refrigeration and air-conditioning industries** in the United States. Feb. 5 via Los Angeles for 2 months; c/o Mitsubishi International Corp., 120 Broadway, New York 5, N.Y. Itinerary: Los Angeles, Chicago, Syracuse, Detroit, New York, Dayton (Ohio), and San Diego.

Norway

Hans Jorgen Walle-Hansen, representing Brodrene Hansen, N. Slottsgate 15, Oslo, interested in purchasing **textile piece goods.** Feb. 24 via New York for 3 weeks; c/o St. Moritz Hotel, New York, N.Y. Itinerary: New York; Dayton and Toledo, Ohio.

Olav Dahl, representing Olav Dahl & Co. A/S, 37 Storgaten, Oslo, interested in purchasing **household curtain fabrics.** Mar. 15 via New York for 2 weeks; c/o Norwegian Consulate General, 26 Broadway, New York, N.Y. Itinerary: New York.

Finn Aanesen, representing Jens Aanesen, Pilestredet 27, Oslo, interested in purchasing **machinery and equipment** for the **printing industry.** Feb. 3 via New York for 2 months; c/o Cameron Machinery Co., Dover, N.J. Itinerary: New York, Chicago, and possibly other cities.

Northern Ireland

W. S. Lennox, representing The Castle Pram & Toy House, Ltd., 31 Wellington Place, Belfast 1., interested in importing **nursery furniture, toys,** and children's **clothing.** Mar. 13 via New York for 3 weeks; c/o T. Allen, 1439 157th St., Beechurst, Long Island, N.Y. Itinerary: New York and Boston.

Switzerland

Ernest Guinand, managing director, Perrot, S.A., Bienne, interested in contacting U.S. **photographic equipment** companies for purpose of establishing agency in Switzerland, or direct purchase for Swiss market. Will attend Chicago Photographic Trade Show. Firm engaged as importer and distributor of all types of professional and amateur equipment. Feb. 28 for 2 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York and Chicago.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February.

Advertising Media—Iraq.
American Firms, Subsidiaries and Affiliates—Greece.
American Firms, Subsidiaries and Affiliates—Lebanon.
Chemical Importers and Dealers—Iraq.
Curio, Novelty and Handicraft Dealers, Manufacturers, and Exporters—Nicaragua
Dental Supply Houses—Egypt (U.A.R.).
Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers, and Manufacturers—Egypt (U.A.R.).
Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers, and Manufacturers—Morocco.
Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Nicaragua.
Laundry and Dry Cleaning Industry—Tunisia.
Motor Bus Lines and Transport Companies—Bolivia.
Vending Machine Importers and Dealers—Hong Kong.

Governments . . .

(Continued from page 338)

phones, 1,000; tender 72; Mar. 17. Controller, Stores and Workshops, Department of posts and Telegraphs, Light Industrial Area, Khartoum South.★

Fifteen tons **triple superphosphate** 35-50% water soluble P_2O_5, packed in double jute bags of 100 kilograms net each. Tender G/277; March 11. Commercial manager, Ministry of Agriculture, Department of Agriculture, P.O.B. 285, Khartoum.★

Syria

Linen ribbon or **tape,** 19,600 strips in various dimensions for cigarette packaging; Mar. 12. Syrian Tobacco and Tombac Monopoly, Damascus.★

U.S. flour exports during July-November 1961 were about 2.5 million bushels larger than 37.4 million exported during the same period in 1960, according to the Census Bureau.

Indian Chemical, Electrical Industry Projects; Metal-Product Output Asked

TWO Indian firms wish varied U.S. assistance either to develop an engineering firm for construction of industrial projects or for the production of metal sheets and tubing.

• An exporter and importer of iron and steel products wishes U.S. participation in a manufacturing project to produce 250 metric tons, each, of galvanized and corrugated sheets, and 2,000 meters of flexible tubing of aluminum, copper, brass, and stainless steel.

A plant is to be set up at Kandwlee or Thana, both within 20 miles of Bombay. Proposed capitalization of the firm is $2,415,000 with 49% of equity to be offered to foreign collaborators, with Indian Government approval. Subscriptions in the form of machinery and technical know-how are desired. Sufficient labor, and power and water supplies are available.

Descriptive material available, on a loan basis, in the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Firms may also write Universal Trading Co., 108/116 Vithalwadi, Kalbadevi Rd., Bombay 2, India.

• A firm of public and private contractors wishes to contact American engineers and contractors specializing in electrical and chemial industries. They propose to establish an engineering organization which will be involved with the design and construction of projects. American equity would be up to 50%.

Company believes the Indian Government's 5-year plans on industrialization are now conductive to the formation of a joint venture with many opportunities to supply U.S. equipment to Indian industry.

Write to Eastern Equipment & Sales, Ltd., 24-B Park St., Calcutta.

New Product Manufacture Wanted in British Isles

A British manufacturer wishes additional licensing arrangements in order to expand and diversify. It now produces, under license, heat-insulation components for European aircraft industries and stainless steel products, and employs 400 people.

Has capacity to expand and is willing to invest in new machinery providing a suitable line of U.S. products is offered.

Write to Darchem Engineering, Ltd., Stillington, Stockton-on-Tees, County Durham, England.

Hair Dryer Output Sought in Mexico

An importer of professional electric hair dryers seeks a partnership arrangement to produce this equipment in Mexico. He anticipates an increase in the import duty on such items and their inclusion in the list of goods that should be manufactured in the country.

Has plant and wants dies and technical know-how. Would consider a 51-49 arrangement depending on the U.S. contribution.

Write to Casa Budnik, S.A., General Trevino No. 219 Oriente, Aptdo. Postal No. 814, Monterrey, N.L.

Transportation Equipment, Hoists Wanted in Sweden

A Swedish manufacturer wants a licensing arrangement for the production in Sweden of transportation, hoist, and elevating equipment, and general machine parts.

Firm is located 115 miles north of Stockholm, employs 180 workers, and manufactures forged and welded products, steam boilers, tanks, and mining equipment. Has capacity for light and heavy production.

Write to A.S.J. Parca AB, Upplandsgatan 19, Gavle.

Fertilizer Plant Proposed In Indian State

The State Government of Gujarat seeks financial participation for the establishment of a large fertilizer plant outside Baroda. Government participation would be 49% or less.

The proposed firm is to be capitalized at $21 million, with the cost of the plant estimated at $59 million. Plant would occupy 1,000 acres and employ 3,000 persons.

Write to Gujarat State Fertilizer Co., Ltd., Gujarat State Government, attention of the Chief Secretary, V. Isvaran, India.

French Firms Want Optical, Electronic, Other Products

French producers of electronic equipment, cold laminated metal products, and photographic and optical products seek licensing arrangements to expand present activities and to embark on new production. Additional information is available, on loan, in the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

• One firm wishes licensing rights to produce electromechanical and electronic devices, excepting spare parts. Is in this field and wishes to expand present activities.

Write to ERELEC (Etudes et Realisations Electroniques), S.A., 43 rue de l'Ancienne-Mairie, Boulogne (Seine), France.

• Another manufacturer wishes U.S. licensing rights on items produced by cold lamination of ferrous, nonferrous, and precious metals, as well as doors made of diverse materials. Now produces rolling shutters, overhead doors, and venetian blinds.

Write to Soc. Nouvelle des Usines de Saint-Marie et Gravigny, S.A., Rue du Gazometre, Jeumont (Nord), France.

• A third producer of photographic, optical, and precision mechanical equipment seeks licensing rights in this field. Reports capitalization of $150,000 with annual volume of about $1 million. Enjoys good reputation.

Write to Demaria-Lapierre & Mollier, S.A., 21 rue Jeanne d'Arc, Lagny (Seine-et-Marne), France.

Toilet Article Producer Offers Royalties in UAR

Manufacturer's agents and wholesalers wish a royalty arrangement with a producer of toilet sets, each consisting of mirror, brush, and comb.

They propose to import the latter items separately and then assemble the sets in their factory. Would consider a 5-year contract and anticipate a turnover of $20,000 a year.

Write to Ramadan Trading Co., 48 Kasr El Nil St., P.O. Box 1719, Cairo, Egypt.

Malaya's (Federation of Malaya and Singapore) imports of 5.9 million pounds of unmanufactured tobacco during the first half of 1961 were almost double the 3 million imported in January-June 1960, according to the Foreign Agricultural Service.

Investments Invited by 3 Belgian Manufacturers

Three Belgian manufacturing companies wish to utilize American know-how in the fields of chemicals, metallurgy and plastics, and extruded pipes and hoses, in order to take advantage of recent Common Market developments.

● One firm seeks a joint venture to produce new or additional lines under license. As possibilities it suggests the manufacture of adhesives or carbon black, and calcium silicate and other fillers for the rubber, plastics, and paper industries. Can also make research arrangements in chemicals, electrochemicals, and metallurgy and has a plant now available for such purposes.

Write to La Floridienne, J. Buttgenbach & Cie., 22 Ave. Mernix, Brussels, Belgium.

● A plastics goods manufacturer wishes a licensing arrangement with a U.S. company for the production of plastic articles. Company enjoys a good reputation.

Write to Plastimatel, S.P.R.L., 13 rue de la Station, Destelbergen, near Ghent, Belgium.

● A third company wishes a patent licensing agreement or joint venture arrangement to make extruded pipes, hoses and accessories, and profiles. Now produces such items. Capital participation and technical know-how are particularly sought at this time.

Write to S.A. Soc. Generale de Natieres Plastiques, SOGEPLAST, 3 rue d'Egmont, Brussels 5, Belgium.

Surinam Encourages Industrial Growth

PARAMARIBO.—There has been a significant upsurge of economic activity and planning in Surinam in the past several years. More recently, the Government has taken steps to attract foreign investors and to encourage industrial development.

During the past year, the Government of Surinam has been staffing its new Industrial Development Agency, which has assumed a number of functions.

The Agency manages Surinam's new industrial park; makes technical and economic surveys of the feasibility of establishing or expanding industries; provides technical and economic information and support to new enterprises, and stimulates personnel training; provides buildings and other facilities, against possible future purchase; establishes pilot plants and initiates new enterprises in which there is as yet no interest on the part of private investors; and advises the government on legal provisions which might best promote industrial development.

U.S. investors interested in possible investment in Surinam are encouraged to send their inquiries to the Surinam Industrial Development Agency, P.O. Box 1505, Paramaribo, Surinam, South America. The telegraphic address is "STIOS." Correspondence in English or Dutch is preferable.—U.S. Consulate.

A handy reference to business climate in the country, *Investment and Taxation in Surinam*, is available on loan from Commerce Field Offices or from the American Republics Division, U.S. Department of Commerce, Washington 25, D.C. A review of this guide has been published (FCW, Aug. 7, 1961, p. 24).

Manufacturing Concerns in France Look for Licensing Arrangements

FOUR French manufacturers wish licensing arrangements to improve and expand production in textiles, chemicals, machine tools, and brass-foundry products.

● A textile machinery producer desires license or direct purchase of patents for additional machines or mechanical equipment to manufacture. Interested only in high-quality equipment. N. Schlumberger & Cie., S.A.R.L., Guebwiller (Haut-Rhin).

● A producer of copper sulphate and cupric products seeks a joint venture or licensing agreement for specialization in these commodities.

Would prefer additional activity which would entail bulk breaking and packing of either liquid or dry powder or some relatively new process for use in viniculture.

Write to La Cornubia, 15 Allees de Chartres, Bordeaux.

● A large firm contracting for lathe and automatic-screw-machine works wants a joint venture to expand contract work. Able to invest up to $300,000 for modern equipment. Also interested in licensing arrangements to manufacture products in its field.

Write to Soc. Lorraine d'Etriage et de Decolletage, 18 rue de Boussange, Mondelange.

● A casting and foundry works seeks licensing rights on all types of industrial and water-supply brass-foundry products. Now produces bronze, steel, cast-iron, and aluminum products as well as mechanical devices. Holdings consist of a foundry, machine shop, subsidiary in Algeria, and diverse equipment and machinery.

Write to Anciens Ets. Lesaffre & Bataille, S.A.R.L., rue du 14 Juillet, Lens (Pas-de-Calais).

Clothing or Metal Products License Asked in Australia

● A firm in Australia is interested in manufacturing, under license, metal products used in the hardware, building, electrical, electronic, and automotive industries. It is looking for products it can sell in the thousands once dies are made and would be interested in a direct purchase and/or agency.

Write to Tucker Industries Pty., Ltd., 636-646 Whitehorse Rd., Mitcham, Melbourne, Australia.

● A manufacturer and wholesaler of men's clothing wants a license arrangement to produce men's outerwear. Company is a medium-sized one and distributes throughout the country, controlling a small number of retail stores in the Sydney area.

Write to S. Krupa & Sons Pty., Ltd., 820 George St., Sydney, New South Wales.

German Firm Seeks Glues and Adhesives

An established manufacturer of glue and all-purpose adhesives wants a licensing arrangement, exchange of know-how, or partnership on the same field. Company maintains a modern research and testing laboratory.

Write to Dekalin, Deutsche Klebstoffwerke, Roediger & Sohn, GmbH, Postfach 289, Hanau/Main.

Descriptive material in French and German is available, on a loan basis, in the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Logging Equipment Sought By Operator in Congo

A small logging operator seeks capital participation to purchase machinery and equipment.

Firm is located near Kakongo (Bas-Congo) and has limba, tola, kambala, vomvo, and bengi woods available.

Write to Foragrika, c/o Mr. Pierre Koye, B.P. 33, Leopoldville, Congo.

U.S. Sales to Austria Decline, But Prospects Are Favorable

VIENNA.—The decline in U.S. exports to Austria, apparent since May of 1961, continued during the last quarter of the year.

Sales prospects in the country, however, remain favorable. Austrian producers are still hampered by labor shortages, and long delivery schedules are common. Import duties on many industrial imports have been cut 10%, and liberalization extended.

A definite upturn in the trend of Austrian exports to the United States was evident during the quarter. Sales to the United States of Austrian bicycles and motor scooters, candy, and ski wear have reportedly been going especially well in recent months.

After being almost completely shut out most of the year, U.S. sales of grains to Austria picked up slightly.

High-Protein Wheat Needed

Given the present supply situation it is probable that between now and the end of June 1962, contracts will be placed for 35,000 metric tons of high protein wheat for blending and some 180,000—230,000 tons of feed corn and barley. Indications are that the specified high protein wheat requirement will be covered through imports of Canadian Manitoba which has preference because of its uniform high quality. However, there is some reason to believe that Austria will resume procurements of U.S. Northern Spring and Dark Hard Winter wheat, because of the introduction of sedimentation certification.

Concerning procurement of feedgrains from this date through June 1962, the competitive position of U.S. grain appears to be better than in the past year because the smaller 1961 corn crop in eastern European countries has sharply cut offerings from that area, especially Yugoslavia.

On the other hand, the flat discount of $1.55 per metric ton, applied by the Austrian Grain Board to all U.S. feed grains to compensate for excessive breakage and infestation (and the resultant increased storage risk) must be considered a deterrent to U.S. exports. The Austrian authorities, however, have promised to abolish this quality discount as soon as the underlying cause is eliminated.

U.S. Cotton Shipments Hold

U.S. cotton shippers continued to hold the lion's share of the Austrian market. Sales of vegetable oil and tobacco held up fairly well. Sales of photographic equipment and supplies and precision instruments were also doing well.

The decline in U.S. shipments was most noticeable in nonferrous minerals and metals, coal, and machinery; however, overall statistics on Austrian machinery imports reflect completion of shipments under a large Export-Import Bank credit to one of Austria's leading steel plants, which tended to swell the 1960 figures.

With the labor shortage continuing and Austrian industry conscious of the need to modernize and rationalize to be able to hold its own in the intergrating European economy, Austria continues to offer good sales opportunities for American exporters of industrial machinery. Demand also continues for heavy U.S. earthmoving equipment.

U.S. shippers to Austria have the difficult hurdle of ocean transport costs to overcome in competing with European suppliers in this market. Also, there is a 30%—soon to be a 40%—tariff differential in favor of imports from other Free Trade Association countries. Nevertheless, local sales agents and distributors of U.S. products maintain that where quality and prompt delivery and servicing can be offered, Austrian consumers are prepared to pay more, if necessary, for U.S. products.

Opportunities for U.S. exports to Austria may be somewhat enhanced by a series of measures taken there at the turn of the year. As of January 1 the level of import liberalization affecting shipments from the United States and other suppliers in the Organization for Economic Cooperation and Development was raised from 90 to 93%. **Among commodities on which quantitative restrictions have now been lifted are frozen vegetables, dictaphones, record players, and a broad variety of organic and inorganic chemicals.** On the same date an expanded liberalization list affecting non-OECD GATT countries was put into effect, increasing the GATT-wide liberalization level from 50 to 70%. These measures followed GATT demands that Austria dismantle her import restrictions since the International Monetary Fund found last summer that Austria's balance of payments no longer justified them.

Also as of January 1, the Austrian Government put into effect a unilateral, across-the-board tariff cut of 10% on most industrial products. The Ministry of Trade has also indicated that it intended as of February 15 to establish global import quotas for most nonliberalized industrial products.

Austrian motor vehicle registrations, excluding midget motorcycles, for the first time surpassed the one million mark in October 1961, a number almost 9% higher than a year earlier. While passenger cars, tractors, and trucks increased by about 18, 12, and 6%, respectively, the number of motorcycles decreased by 5%.

Of the 56,511 passenger cars (valued at 1.6 billion Austrian schillings) imported into Austria during the first 9 months of 1961, only 251 cars worth 17 million schillings came from the United States. The Austrian motor vehicle tax, graduated according to piston displacement, has been a deterrent to import of a larger number of U.S. passenger cars.

The Austrian Government on December 4 requested negotiations with the United States on a new air transport agreement to replace the existing provisional agreement of 1947. The authorities feel that the existing agreement, concluded during the post-war occupation period, is no longer compatible with Austria's status as an independent, sovereign country with a national air carrier. Negotiations will be held in Washington at a date still to be fixed.

The notable increase in the country's gold and foreign exchange holdings during the quarter was partly attributable to increased foreign investment. Foreign exchange proceeds were derived from a $14 million Swiss franc loan and two U.S. dollar credits of $12 million each from private U.S. banking groups, all of which were raised by the Austrian Government in the fall. Also, foreign private investors have reportedly shown increased interest in purchasing Austrian shares and fixed-interest bearing securities toward the end of the year.—U.S. Embassy.

MARKET INDICATORS FOR EUROPE

Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.

World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

16 pages **20 cents**

Austrian National Bank Tightens Credit Controls

VIENNA.—To lower inflationary pressures, the Austrian National Bank has taken a number of steps designed to freeze existing surplus bank liquidity and to restrain the rapid expansion of the volume of credit.

In concurrence with the Finance Ministry and the banking system, minimum reserve requirements were increased effective February 1, 1962, by ½% of total deposits to 9.5% for checking account deposits and 7.5% of savings account deposits. Banks which hold deposits of less than 10 million Austrian schillings (26 Austrian schillings=US$1) are required to keep 5.5% (previously 5%) of both savings and checking deposits as minimum reserves. At the same time, the penalty payable by banks for maintenance of reserves below the level of prescribed minimum reserves was increased from 2% to 3% above the bank rate, that is, from 7% to 8% of the amount by which reserve requirements have been defaulted. The bank rate itself remained unchanged at 5%.

For the first time the National Bank took a step in the direction of open market operations, by selling to the banks 560 million schillings worth of treasury certificates. This represents a portion of the Bank's claim against the Federal Treasury.

Finally, existing credit control agreements were amended with the effect that the banking system will be authorized to use only 50% of new deposits accrued as of January 31, 1962, for new lendings, compared to about 75% heretofore.—U.S. Embassy.

AID Approves Loan To Israel To Buy U.S. Capital Goods

Approval of a $10 million U.S. Government loan to the Government of Israel has been announced by the Agency for International Development. The funds will be used to purchase U.S. capital goods and services which will help develop Israel's economy.

Proceeds of the AID loan may be used to purchase such items as equipment, machinery, and engineering services for chemical, plastics, and pharmaceutical industries; automotive and railroad vehicles and parts, iron and steel mill products, electrical equipment, construction machinery, nonferrous metals, metal manufactures, materials-handling equipment, and mining and basic chemical machinery.

The loan will be repayable in dollars within 20 years, including a grace period of up to 5 years, and will bear a credit fee of ¾ of 1%.

European Common Market Economy Expands, Though at Slower Pace

THE Common Market economy continued to expand in 1961, but at a slower rate than in previous years.

The European Economic Community's gross national product rose by 5.3% and industrial production increased by 6%. Among the EEC member states, Italy showed the highest rate of growth with an increase of 7% in its GNP.

Trade among the member states in the first 9 months of 1961 increased to $8.6 billion dollars or 16% over the corresponding period of 1961. This, too, reflects a slowing of the EEC growth rate, since trade among the six in 1959 was 18% greater than in 1958 and in 1960, 26% greater than in 1959.

Trade with third countries increased at a much slower rate with imports balancing exports at $15 billion, representing a 5% increase in each. Exports of capital goods expanded by 16 percent, other manufactured products by only 4%. Exports to the United States in the first 9 months of last year dropped 6% below the results of the same period in 1960.

EEC countries enjoying the greatest increases in exports to third countries were the German Federal Republic, up 10%, and Italy, up 9%, over 1960. Benelux exports declined by 3%.

The increase in EEC imports in 1961 over 1960 can be attributed almost entirely to increased purchases of manufactured goods, up 15%, especially machinery and other capital equipment which rose by 30%. Imports of foodstuffs and raw materials rose only 1%.

U.S. Exports Increase

U.S. statistics show that U.S. exports to EEC rose by 3% in 1961. Significant increases were registered in wheat, up 238%; tobacco, 11%; machinery, 42%; corn, 31%; chemicals, 5%. Cotton was down by 27%.

Full employment and maximum utilization of productive capacity persisted throughout 1961 as in 1960. The comparatively inelastic supply situation coupled with rising wages contributed to moderate price increases. Wage costs per unit of output appear to have risen somewhat especially in Germany and France where shortages of labor were more pronounced. In some sectors of the economy where new orders declined, there were some price reductions, especially in exports of steel and textiles. Food prices and the cost of services rose, however.

In some countries, consumer price increases were brought about by a considerable expansion in consumer spending. In Belgium, however, where consumer expenditures remained steady, prices continued virtually stable.

For 1962 an increase of 4 to 5% in EEC's GNP seems to be attainable, according to leading EEC representatives. Chances for increased production will be promoted by growth of the working population and expansion of production capacity and greater modernization and rationalization of industry. Greater external demand would result from an expected further growth of the U.S. economy and internal demand should be stimulated by the growth of both private consumption and public spending in the Community. EEC officials believe that those factors will result in a growth rate of industrial output of 5 to 6% in 1962.

Marking and Labeling Requirements of the Federal Republic of Germany and West Berlin

Report No. 61-11 in Part 2, World Trade Information Service

10 cents Published in March 1961. Available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Morocco Looks To Improved Agricultural Credit System

RABAT.—Legislation which lays the groundwork for the creation of a new and more efficient agricultural credit system has been set forth by the Moroccan Government in a recent Royal Decree. At the top will be a Caisse Nationale de Credit Agricole (CNCA) which will be a public establishment with financial autonomy yet under the direct administrative authority of the Minister of Agriculture. Headquarters will be in Rabat and its branches distributed on a regional basis.

Existing agricultural credit banks or institutions eventually will be liquidated and replaced by the new agricultural credit banks. A Director General will be named, nominated by the Ministers of Agriculture and Finance, who will be responsible for the management of the bank.

All persons engaged in agriculture or forestry (owners, renters, tenant farmers, or sharecroppers), rural artisans whose work is related to the agricultural profession, and all agricultural groups interested in individual or collective equipment of agricultural enterprises and in the development of production and commercialization of agricultural goods will be eligible to become members of the local branch banks and benefit from any loans or credit thereof.

The National Agricultural Credit Bank also can provide loans to the following: Local agricultural credit banks or local agricultural groups which extend beyond the jurisdiction of a single local bank; members of local banks who desire loans which exceed the limits authorized by their bank; profession agricultural syndicates and stockraising groups and their unions and federations; rural communes for land distribution and development and improvement and modernization of agricultural and rural equipment; enterprises which exploit, utilize, or transform agricultural or forest products; and public establishments of an agricultural character.

Long-Term Loans Available

Various types of loan activity are authorized. Short-term loans of from 18 months to 5 years may be extended for purposes of seasonal financing of farm crops and for facilitating the modernization of farming equipment. Medium- and long-term loans from 2 to 30 years may be granted for buying land, construction of buildings and, in general, for all kinds of work aimed to create or develop improvements in the condition of life of the rural population.

This new legislation has been under study for over a year and is designed to complete the reform of the credit structure first undertaken last year with respect to the Popular Credit Banks which was aimed to help the small businessmen and handicraft industries. The creation of a central credit agency for the agricultural sector has long been demanded by the Moroccan Agricultural Union (UMA) as an essential step to speed up agricultural progress. Although there have been several private agricultural credit banks, these have been limited in size and have operated independently with no basic guidance from the central fiscal authorities.

The legislation was set forth in Royal Decree No. 2546, published in the Bulletin Official of December 15, 1961.—U.S. Embassy.

Embarkation Tax To Be Paid at Irish Airports

DUBLIN.—The Irish Government has introduced an embarkation tax of 7/6d. (US$1.05) to be paid by all passengers embarking from Irish airports (Dublin, Cork, and Shannon) on international flights. This is in line with similar taxes levied at airports in the United Kingdom and on the Continent.

The tax will come into effect April 1 and will apply only to departing passengers on international flights. Arriving passengers, passengers on the limited domestic services, passengers in transit, and children under 2 years of age are exempt. No determination has yet been made whether or not flights to Belfast will be regarded as domestic or international.—U.S. Embassy.

Italy Extends Copyright Protection Period

ROME.—Italy has extended to December 31, 1962, the term of protection of all existing copyrights which were to expire prior to that time.

This action represents a further extension of the basic period of protection of 50 years after the death of the author, established in 1925, subsequently extended in 1945, then again in 1956.

The extension reportedly is only a temporary measure. Pending is a study of the Permanent Committee of the International Union for the Protection of Literary and Artistic Works on a draft international agreement proposed by Italy which would fix the duration of copyright terms at 80 years after death of the author.—U.S. Embassy.

Venezuela Alters Prior License Rules, Duties

CARACAS.—New prior import licensing requirements in Venezuela have been made applicable to sheep and goat skins, uncoated and galvanized wire rods and wire, and barbed wire of iron and steel.

The following tariff classifications are affected:

611-01-03. Leather, sheep skin, n.e.s.
611-01-04. Leather, goat skin, n.e.s.
681-12-01. Uncoated, wire rods and wire of iron or steel.
681-12-02-3. Iron and steel wire otherwise coated: A. Galvanized (this is a new classification).
699-05-01. Barbed wire of iron or steel.

In another action, the duty rate on aluminum tubes, for packing pomades, ointments and creams has been raised from 0.05 bolivares to 5 bolivares per gross kilogram (US$1 = 3.35 bolivares at official rate and 4.58 bolivares at free rate) and made the subject of a new classification, 699-21-05-1. All other tubes of base metals for packing pomades, ointments, and creams now are classified under item 699-21-05-9, but continue to be assessed a rate of duty of 0.05 bolivares per gross kilogram.

The classification of fumigants in compressed, solid or fuel forms, tapers or wicks, for use by burning, to drive away or kill insects, has been expanded to provide for an increase in duty to 2 bolivares per gross for pyrethrum fumigants in taper or wick form. These imports now are classified under 899-01-03-1. All other fumigants continue on the duty-free import list but are now classified under item 899-01-03-9.

These changes were promulgated in Gaceta Oficial No. 26,760 dated January 24, 1961, and became effective on the date of publication, except for the increases in rates of duties on aluminum tubes and pyrethrum fumigants, which will become effective on February 19, 1962.—U.S. Embassy.

Haiti Continues Suspension Of Taxes on Luxury Foods

Last year's suspension of various excise and luxury taxes in Haiti on articles of importance to the tourist industry has been continued, with small modifications, until September 30, 1962 (FCW, Feb. 20, 1961, p. 18).

The changes are as follows: The 6% internal tax on gin is suspended; the suspension on pipes or pipe bowls with mouthpieces of amber, ivory, or tortoise shell is discontinued and therefore these items must pay a 4% internal tax.

This action was taken in accordance with a decree of September 25, 1961.

Italy Eliminates Quotas On U.S. Cars, Trucks

ROME.—The replacement of quotas by automatic (open-end) licensing for U.S., Canadian, and British passenger cars and commercial vehicles, including special-purpose vehicles such as trucks, truck-mounted cranes, mobile workshops, and radiological units, has been announced in a Ministry of Foreign Trade circular, dated January 29, 1962. The tariff headings concerned are 87.02 and 87.03.

Imports of these automotive products from the United States, Canada and the United Kingdom thus were extended the same automatic licensing treatment granted in early January to the corresponding products from EEC countries. Imports of such automotive products from other countries, including Japan, Sweden, and Czechoslovakia, remain under quota.

Global dollar-area quotas have been provided for calendar year 1962 by Ministry of Foreign Trade circular of January 19, 1962, for certain other automotive products on which quotas have been eliminated for EEC countries, specifically: $300,000 for industrial lift trucks, electric and gasoline (87.04 ex a and ex b); $720,000 for motorcycles, including those with sidecar, and motorscooters, both weighing under 170 kg. net, sidecars for motorcycles imported separately, and parts and accessories of motorcycles, sidecars, and scooters.—U.S. Embassy.

Some Import Items Exempt From Argentine Sales Tax

BUENOS AIRES.—The Argentine Tax Bureau (Direccion General Impositiva), which recently issued Resolution No. 748 authorizing collection by the customhouse of a partial payment (7%) of the sales tax at the time merchandise is cleared through customs (FCW, Jan. 22, 1962, p. 104), now has issued the following list of products which are not subject to the payment of this tax:

Coal; medicinal specialties as stipulated by the Ministry of Social Welfare and Public Health in conformity with Decree 13,806/56; books, newspapers, and magazines; stamps; paper for printing books, newspapers, and magazines; turpentine, diesel oil, fuel oil, gas oil, kerosene, tractor kerosene, gasoline, crude petroleum, solvents, and fuel for airplane turbine engines; fruit imported from Brazil; samples of no commercial value; furniture and personal effects of private individuals, except automobiles.

Likewise, importations of the following entities are not subject to the tax:

National, Provincial, and Municipal entities; foreign embassies or diplomats; the "Junta Ejecutiva" authorized by Decree 12,-959/57; Yacimientos Petroliferos Fiscales; Gas del Estado; Yacimientos Carboniferos Fiscales.

—U.S. Embassy.

International Coffee Agreement Draft Studied; Fund Proposed

EXPORT curbs by coffee-producing countries, the limitation of imports from nonmembers by consuming countries, incentives for cutting back production, and the reduction of world coffee stocks are among the important features of the draft text of a long-term International Coffee Agreement drawn up in December 1961 by a 10-country committee of experts.

This draft will be the subject of review by the 32 member countries of the Coffee Study Group and interested observers to determine whether it provides an acceptable basis for negotiations. If it does, negotiations are expected to begin in June. Hopefully, completion of discussions and adoption of the agreement by August would permit entry into force of the agreement by October 1, the beginning of the 1962-63 coffee year.

Although U.S. officials participated in preparation of the draft text, it was as coffee experts rather than as representatives of the U.S. Government, which has not as yet taken a formal position on the agreement.

Primary Objectives Outlined

The principal objectives sought in the agreement are to:

- Achieve a reasonable balance between the supply of and demand for coffee in world markets;
- Alleviate the hardships caused by wide fluctuations in supplies and prices;
- Contribute to the economic welfare of producing countries;
- Encourage increased consumption of coffee;
- Further international cooperation in connection with world coffee problems.

Under the proposed draft the coffee exporting countries would agree to:

- Accept total and individual export quotas and procedures which will insure compliance with quota limitations;
- Provide authenticated evidence of the origin of coffee exports;
- Provide funds for a program to increase the consumption of coffee;
- Adjust, insofar as possible, their production of coffee to the amount required for domestic consumption and for exports and stocks permitted under the agreement;
- Refrain from commercial policies or trading practices which might impair the general structure of coffee prices in international markets.

Consuming countries on their part would obligate themselves to cooperate in the effective maintenance of export quotas by restricting imports of coffee from countries exporting quantities in excess of their established quotas and by limiting imports of coffee from nonmember countries to a quantity not in excess of such imports during a prescribed period.

International Coffee Fund Proposed

The proposed agreement also contains provisions for establishment of an "International Coffee Fund" for the purpose of financing agricultural diversification in coffee-producing areas, the reduction of coffee stocks held by producers, and such other programs as may be approved by the Council. The income for the fund is to be derived from an assessment levied against all coffee entering into international trade. Provision also is made for a campaign to promote increased consumption of coffee with funds raised through an assessment against member exporters.

The principal instrument of the agreement is the export quota to keep supply in line with demand. This is to be established for each of the producing member countries for each of the first 3 years of the agreement. The aggregate of the annual quotas is to be equal to the estimated aggregate of world imports during the period. Qutoas established for subsequent years will take into account changes in consumer preference for various types and grades of coffee, the results of price and production policies adopted by exporting countries and by the Council, and the degree of success achieved in equalizing the production and consumption of coffee. Basic quotas may

(See Coffee, page 368)

Translation of Yugoslav Trademark Laws Available

An English translation of the new Yugoslav laws on trademarks, trade names, and samples and models now is available. These laws were passed on November 4, 1961, and were published in the Official Gazette of the Federal People's Republic of Yugoslavia of November 15, 1961.

The translated text of the laws may be obtained on loan from the Foreign Investment and Licensing Division, Office of International Investment, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or through any of the Department's Field Offices.

Austria Regulates Installment Buying

VIENNA.—Purchases on the installment plan are soon to be regulated by a new law in Austria. The Installment Buying Law, or Ratengesetz, was passed by the Austrian parliament last fall and goes into effect on March 1.

Passage of the bill had been prompted by the important role installment buying has assumed in Austria because of complaints over the possibility of overextended consumer indebtedness and of unfair practices by some dealers. The total value of consumer installment credits currently outstanding is reliably estimated at more than $230 million in Austria. This would amount to an average per capita indebtedness of $35 and of $115 per average household.

The law is applicable to installment transactions which do not exceed 50,000 Austrian schillings (approximately US$1,920) and for which, in addition to the downpayment, at least three installments were agreed upon. The purchase price includes the cash price, interest, and other additional service charges.

Downpayment Set

The downpayment may not be less than 10% in transactions of a value of up to $115 and not under 20% in transactions exceeding $115. All of the installments must be paid within three years after delivery of the goods. If a longer period of installment payment has been agreed upon, the seller has no claim to interest and other additional service charges for the time after the 3-year period.

A purchaser may withdraw from the contract not later than 5 days after it was concluded if he did not personally contact the seller or the latter's representative, or if oral discussions did not precede the conclusion of the contract. Notice of withdrawal from the contract must be in writing. This applies to transactions effected through traveling salesmen.

The purchaser is free to present payment of all or part of the installments before they become due. The contract for an installment purchase must be in writing, called the Ratenbrief.

The German text of the new law is contained in the Federal Law Gazette (Bundesgesetzblatt) No. 81/279 of November 29, 1961. This document is available for reference in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C.; or copies may be ordered for a nominal fee from the Photoduplication Service of the Library of Congress, Washington 25, D.C.—U.S. Embassy.

Federal German Republic Spurs Investment Abroad

The Federal Republic of Germany now is encouraging its citizens to invest in underdeveloped countries by offering tax incentives and investment guarantees. These and other incentives are covered in a Department of Commerce summary of German export and investment incentives. In addition, the summary outlines the German export credit guarantee system.

The summary is available for reference in the Department's Field Offices. Copies also may be obtained from the European Division, Bureau of International Programs, Washington, D.C.

Argentine Income Tax Rules For Technicians Reviewed

BUENOS AIRES.—The income tax exemption applicable to foreign technicians was the subject of an Argentine Tax Office Circular recently released.

The conditions under which foreign technicians may benefit from the exemption were specified in this circular. These conditions, as well as the rules previously applicable, require that:

- The foreign technician must be under contract and his residence in Argentina purely transitory;
- He will lose his exemption if he elects to acquire permanent residence in Argentina;
- A "foreign technician" is understood to be one who has lived 2 of the last 3 years prior to the date of the contract outside Argentina;
- The income must be paid to the technician by national entities, or when the services of a foreign enterprise were contracted for, the exemption relates to the remuneration paid directly to the technician in Argentina for the account and order of the enterprise with which there is a contract;
- The exemption ceases after an 18-month period, which may be interrupted, and only after a 3-year continuous absence from Argentina may a technician qualify for the privilege again;
- The exemption applies to a technician hired by officials of federal, provincial, and municipal governments, or by private organizations operating in the fields of agriculture, stockraising, lumbering, mining, transportation, ship or aircraft repair or construction, manufacturing, processing, and fishing.

To claim the exemption, the technician is required to file with the Tax Office a sworn statement in support of the facts upon which he has based his claim for exemption. Such facts are independently verified by the Argentine party to the employment agreement who has paid the technician's income.

The Argentine Tax Office Circular is No. 738 of May 17, 1961.—U.S. Embassy.

These changes should be noted in the Commerce Department publication, World Trade Information Service report, Establishing a Business in Argentina, part 1, No. 59-70, August 1959; Living Conditions in Argentine, part 2, No. 61-72, August 1961, Taxation section, page 5; and Federal Tax System of Argentina, part 1, No. 61-76, December 1961, section on exemptions, page 4.

Ordinances Amend German Food Rules

BONN.—The German Government has issued three ordinances to amend the regulations on general additives to food, dietetic food, and preservatives under the Food Law.

One ordinance allows orthophosphoric acid as an additive to refreshment beverages containing caffeine. The permission is without a time limit and no labeling is required. The maximum tolerance is 0.7 gram per kilogram of liquid. The use of orthophosphoric acid originally was allowed only until December 23, 1961, and the Government was to make a determination by that date whether orthophosphoric acid was harmful to human health. German Health Office experts now have determined that the substance is not harmful.

Another measure was the extension for 2 years of the ordinance on foreign substances in dietetic food, which originally was to expire on December 23, 1961.

The third ordinance extends for another 2 years the right to use hexamethylene tetramine for the preservation of cooked fish marinades (rollmops, bismarck herring, and similar products), clam products, salted fish in oil, fish roe products (except smoked roe), anchovies including their infusions and sauces, crayfish preparations (except powder for crayfish soups), and shrimp products, not heat-sterilized. Previously established tolerances for hexamethylene tetramine remain valid except for that applying to shrimp products, which is reduced from 1 to 0.8 gram per kilogram of food product.—U.S. Embassy.

Commerce Department publication, World Trade Information Service report, Food Regulations of the Federal Republic of Germany and West Berlin, part 2, No. 61-12, March 1961, should be amended accordingly.

Israel Institutes Exchange Reform; Devaluates Pound

TEL AVIV.—With a view to strengthening the country's basic balance of payments position and eliminating internal price distortions, the Israel pound has been devaluated from I£1.80 to I£3 to US$1, effective February 9. The previous par value was established on March 13, 1957.

The new par value, expressed in terms of gold of the weight and fineness in effect on July 1, 1944, is .296224 grams of fine gold per Israel pound and 105 Israel pounds per troy ounce of fine gold.

The exchange reform eliminates all of Israel's multiple currency practices, with the exception that a free market may be retained for certain capital transactions. The impact of the exchange reform has brought about the following significant provisions of Israel's new economic policy:

● Cost of Living.—The Government will maintain internal price stability and, if necessary, will impose controls. No price rise is expected for bread, milk, vegetables, meat, eggs, edible oils, sugar, internal travel, gas, and electricity. The Government anticipates that the overall price rise will not be more than 2% to 4% in spite of the fact that prices of gasoline and other petroleum products have increased up to 10% since February 10. Price increases also are expected in nonessential consumer goods in which imported materials are a substantial part of total costs.

● Import Trade.—Import duties have been abolished on certain types of equipment and on most important raw materials, such as chemicals, metals, cotton, wool, and hides. Duties on other essential imports are expected to be reduced about 50% of the former rate.

● Export Trade.—The Government no longer will grant export premiums to exporters for exports after the February 9 deadline. Effective February 10, they must sell their foreign exchange earnings at the new rate. The Government plans to provide some alternative means of support, however, to infant industries which have the prospect for competing in the foreign market in the future.

● Finance.—Steps are to be taken to facilitate the repayment of dollar-linked loans to the Government, probably by extending the payment period. As beneficiaries of such special arrangements, the Government specifically mentioned agricultural settlers and apartment owners in popular housing schemes.

The Government has promised to negotiate with the banks with a view to making similar arrangements with their debtors and to let small savers participate in profits obtained from linked loans. In the future, the Government will neither grant nor receive dollar-linked loans, but private individuals will be free to make their own arrangements involving such linking.—U.S. Embassy.

Mexico's New Federal Revenue Law Alters Production, Consumption Taxes

MEXICO's Federal Revenue Law, which became effective January 1, 1962, repeals or amends certain previous laws and establishes new legislation.

Foreign nonresidents now must obtain licenses for fishing in Baja California and pay permit fees of 6 pesos for 3 days, 10 pesos for a month, 25 pesos for 3 months; and 50 pesos for a year (1 peso=US$0.08). The law of November 17, 1939, Tariff for Commercial and Sport Fishing, provided for free sport-fishing permits in Baja California.

A special tax on possession and use of private automobiles, imposed on car owners, is established. The tax is assessed according to the car model and price, in accordance with the following annual tax rate, shown in pesos:

Model	*Classifications*			*Single annual tax*
	A	B	C	
1951–1955	—	—	—	150
1956–1959	—	—	—	200
1960–1962	250	300	500	—

Classifications include automobiles whose official prices to the public, established by the Ministry of Industry and Commerce, range as follows: Classification A, up to 28,000 pesos each; Classification B, from 28,001 to 40,000 pesos each; and Classification C, 40,001 or more, each. The tax is payable at the Federal Fiscal Offices.

Exempt from this tax are owners of rental cars, motor vehicles for the transport of persons or goods, and diplomatic and consular vehicles.

The changes in the tax on automobiles should be noted in Commerce Department publication, Living Conditions in Mexico, World Trade Information Service report, part 2, No. 60-64, November 1960.

The severance tax categories of the Tax Law on Fishing Operations, dated December 31, 1951, is repealed. These include category 23, fresh cooked beheaded shrimp; category 24, shrimp without shell; and category 25, dried shrimp with shell, which paid respectively 0.25, 0.22, and 0.21 peso per net kilogram. Shrimp in these categories now pay severance taxes on the basis of fresh whole shrimp, 0.21 peso per net kilogram, or fresh headless shrimp, 0.22 peso per net kilogram.

The Law on First Hand Sales of Soft Drinks, dated December 30, 1957 (FCW, Feb. 10, 1958, p. 12), is amended to increase the tax from 5% to 7.5% of the factory sales price.

The cotton consumption tax, which was established at 10 pesos per quintal of 46.02 kilograms in the original Tax Law on Consumption of Cotton, dated June 20, 1944, but was changed in 1948 to 5 pesos per quintal of 46.02 kilograms, now is changed back to 10 pesos per quintal of 46.02 kilograms by reestablishment of the original law effective as of January 1, 1962. The consumption tax is paid by manufacturers who acquire cotton as a raw material for their products, by means of stamps affixed to invoices, the seller and the buyer being jointly responsible for paying the tax.

Tax law on Assembled Automobiles and Trucks of Dec. 29, 1948, is amended to provide that automobiles and trucks assembled in Mexico shall be subject to taxation on the income from first-hand sales of:

All kinds of automobiles assembled in Mexico, regardless of type or use, 12%; all kinds of automotive vehicles intended for transporting effects or goods which are adapted to the transport of persons, when assembled in the country, regardless of type or use, 10%; and all types of trucks, independent units intended for hauling closed truck bodies (trailers), chassis, and bodies for same put together with imported parts, when assembled in Mexico, regardless of type or use, 5%.

These three groups originally paid a tax of 10%, 6%, and 4%, respectively, but the first and third groups were increased in 1951 to 12% and 5% respectively. Additional equipment used on vehicles referred to in these two groups pay a tax of 12% and 5% respectively.

The Tax Law on Gasoline Consumption of Dec. 29, 1932, is amended to provide that the registration of motor vehicles, issuance of driving licenses, granting of plates, issuance of circulation cards, placing of seals (stamps) or other services of whatever nature, provided they affect motor vehicles, shall pay a tax not to exceed 80 pesos annually. For vehicles used in public services, the tax shall not exceed 50 pesos annually.

The Law on Taxation of Salt, dated December 30, 1938, is amended to provide that salt intended for export shall pay a tax of only 1.50 pesos a ton (the original law provided a tax of 0.035 peso per kilogram) provided the requirements of the regulations are met. Otherwise, the tax originally established must be paid.—Diario Oficial, December 30, 1961.

Tangier Establishes Free Trade Zone

TANGIER.—A free zone has been created in Tangier by Royal Decree and a series of supplemental decrees. The basic decree provides for setting up a free zone into which goods may be imported free of all Moroccan taxes and regulations and re-exported within 2 years. Retail selling is not permitted in the free zone, but other commercial operations are allowed, such as packing, unpacking, and combination or division of shipments. The zone will consist of several warehouses in the port area.

Provision is made for special financial arrangements for firms using the free zone. Special bank accounts exempt from normal foreign exchange controls may be set up in Tangier banks by persons and firms doing business in the zone. The only tax assessed will be one of 5% of the value of the goods brought into the zone. The Government also has announced an amnesty for those persons who failed to declare their holdings of foreign exchange as required by earlier decrees; these holdings now may, "under certain conditions" which are not specified, be deposited in the special accounts to be established in connection with the free zone.

A number of questions are left to be settled by later regulations, including whether the zone will be operated by a public body or a private group. Although the basic decree was effective January 1, 1962, the actual beginning of free-zone operations will have to await these regulations as well as the physical preparation of the zone.

The Royal Decree and the supplements were issued December 30, 1961, but announced in January 1962.—U.S. Consulate General.

Agricultural Import License Tax List Issued by Belgium

BRUSSELS.—The rates of the special import license tax on certain agricultural and food products effective on January 1, 1962, together with the commodities subject to the tax, were announced in a Belgian ministerial decree of December 29, 1961. The decree removed several items from the former list and reduced the tax on some of the remaining products.

The commodities listed below no longer appear on the list of items subject to the tax:

Cows; spelt and meslin; wheat not intended for industrial milling and brewing; oats; buckwheat; wheat flour other than self-rising; spelt flour; and meslin flour.

Reductions were made in the tax on the following commodities, shown in francs per 100 kilograms and former rate in parentheses:

Rye, 100 (135); barley, 100 (135); forage flours of rye, 120 (162); other rye flours, 166 (224); barley flour, 166 (224); groats, semolina, worked grains, and flakes of rye, 133 (224); groats, semolina, worked grains, and flakes of barley, 166 (224); residues of sifting cereals other than rice, containing 55% or more of cereals, 100 (135); vegetable products for animal feeds containing cereals and derivatives other than of rice, 113 (125); and sweetened forages and animal food preparations containing cereals and derivatives other than of rice, 113, (125).

—U.S. Embassy.

Panama Sets Tax on Handling Imported Petroleum Products

PANAMA.—Taxes on the handling or storage of imported gasoline and other refined petroleum products have been established in Panama.

The law establishing the taxes provides that imported refined petroleum products are taxable on the first handling or storage upon arrival from abroad or from the Canal Zone. Imports of petroleum products into the Colon Free Zone also are subject to these taxes.

The rates of taxes per gallon applicable to the handling or storage in the Republic of gasoline or other refined petroleum products imported from abroad or from the Canal Zone are as follows:

Motor gasoline, $0.02; kerosene, 0.01; jet fuel, 0.01; gas oils, including all classes of diesel oil, tractor fuel, etc., 0.01; liquid petroleum gas, including propane and butane, 0.03; marine diesel, 0.01; residual fuel oil, all classes, 0.01; asphalt, penetrating, cut, emulsions, and all mixtures containing asphalt, 0.02.

The law establishing these taxes was enacted as No. 97 of December 30, 1961, and reportedly is designed to protect the newly established petroleum refining company, Refineria Panama, S.A. The law became effective upon its publication. Taxes will be imposed 60 days after the Government determines that local production of refined petroleum products is sufficient and of adequate quality.

The law exempts from these taxes individuals or companies whose contracts with the Panamanian Government allow them duty-free import of petroleum products.—U.S. Embassy.

investment in

CHILE

$1.75

Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Finland Raises Global Import Quotas for '62

HELSINKI.—Finland's global import quotas in 1962 will total 39.1 billion Finnish marks (320 Finnmarks=US$1), compared with 31.8 billion marks for the same categories of goods in 1961, according to a preliminary announcement.

The global import quota for machinery and other industrial goods, the largest single category, has been raised from 12.5 billion marks to 15 billion marks. The quota for western passenger automobiles has been increased to 5.2 billion marks. This is 25% greater than the level set in 1961. The quota for television and radio sets has been raised to a total of 1 billion Finnish marks. The quota for outboard motors (United States is the major supplier) has been increased by 75 million marks to 350 million. Quotas (in billion marks) for other major categories are fresh food 3.7, textiles 3.5, and iron and steel products 1.5.

Six categories have been removed from the global import quota list and products contained within these categories now may be imported without license. They are wood and straw products, paper products, printed matter, tape recorders and sound equipment, furniture, and scientific instruments.

Actual imports in 1961 of commodities on the global import quota list amounted to 51.4 billion Finnish marks. This was considerably in excess of the established quotas.—U.S. Embassy.

Austria Allows New Imports Of Fresh Pears and Apples

VIENNA.—Because of a shortage of domestic supplies the Austrian Ministry of Agriculture will allow the import of fresh pears and apples.

No quantitative restrictions apply on imports of all varieties of pears as long as they are delivered to the Austrian customs clearance point on or before April 30, 1962.

An import quota of 2,500 metric tons of table apples has been set. Imports must arrive at the customs clearance point not later than March 15, 1962. Import must be made in crates. Minimum size of the apples is 70 millimeters (circumference 220 millimeters).

The following varieties of apple will be admitted under this quota: Kalterer, Morgenduft (Imperator); Golden Delicious; Red Delicious; Champagner-Reinetten; Jonathan; Pella, Ingrid Marie; Canada-Reinetten; Cox Orange Reinetten; Boskoop; Kalville.—U.S. Embassy.

Argentina To Launch Ship Renewal Program

BUENOS AIRES.—The merger in 1961 of Argentina's two state-owned shipping lines, Flota Mercante del Estado and FANU, into one shipping line—Lineas Maritimas Argentinas (ELMA)—has created a total fleet of 57 vessels with a combined tonnage of 502,277 GRT.

The average age of this fleet as of 1960 is estimated at 16.2 years, broken down as follows: 10 passenger liners, 82,722 GRT; 6 reefers, 17,856 GRT; and 41 cargo vessels, 401,699 GRT.

Substantial changes in the fleet composition are scheduled in the first stage of the renewal program terminating at the end of 1964. Principal projected developments are: Incorporation of 10 freighters contracted prior to adoption of the 10-year program; decommissioning of 36 ships now in service, and refitting of three; and acquisition of 16 vessels. Projection of the fleet composition as of December 31, 1964, is: 8 passenger liners, 71,350 GRT: 6 reefers, 17,856 GRT: and 34 cargo vessels, 284,704 GRT.

The second stage of the program scheduled for 1965-70 will bring the ELMA line up to a total of 65 ships representing 505,000 gross tons as against the current active fleet of 57 ships comprising 502,000 gross tons. The average age of the fleet should be reduced to 7 or 8 years by 1970. Another notable before-and-after shift is the substantial increase which is due to occur in refrigerated capacity.

Local Shipyards To Produce

As stipulated in the enabling decree, all acquisitions to be realized during the second stage of the renewal program are to be procured new from local shipyards. This will consist of a total of 35 vessels—2 passenger liners, 19 cargo vessels, and 14 reefers. The presumed position of the fleet in 1970 after the decommissioning of the last 18 ships remaining from the 1960 register will be: 5 passenger liners, 45,020 GRT; 14 reefers, 86,000 GRT; and 46 cargo vessels, 374,000 GRT (total 65 vessels, 50,020 GRT).

Taking into account the 35 ships or 254,000 gross tons scheduled for construction in local yards for the account of ELMA during the period of 1965-70, plus other demands on local shipbuilders stemming from the tanker requirements of the national petroleum company and private oil companies, it is estimated that the local shipbuilding industry will be called upon to produce a minimum of 70,000 GRT per year. This tonnage would make it necessary to increase Argentina's annual construction capacity by about 25,000 GRT or 3 freighters in the 8,000 GRT class. This construction gap, which is beyond the capacity of local capital, may have to be filled by a foreign shipbuilder.

ELMA announced last November that the company will call for bids for construction abroad of 11 freighters and for local construction of 3 freighters.

Financing of the renewal program is to be provided by ELMA on the basis of company profits and sale of obsolete ships, supplier credits, and national budget contributions in the amount of 10,910 million pesos ($136 million).—U.S. Embassy.

North Atlantic Air Lines Propose New Low Fares For Group Travel

SCHEDULED airlines flying the North Atlantic have agreed to offer new low fares for groups of 25 or more persons which will cut the cost of year round transport on their regular services by as much as $186, according to a recent announcement of the International Air Transport Association (IATA).

If approved by governments, a new group fare of $300 round trip on jets between New York and London will become effective March 1. The present economy class round trip on jets is $486. Equivalent reductions will be offered between other North Atlantic gateway points, and fares on propeller-driven aircraft will be somewhat lower.

The agreement was reached by mail ballot of members of the IATA Traffic Conferences, including the 18 airlines directly engaged in the North Atlantic passenger trade and others whose services parallel or are affected by them.

The new fares should give new impetus to group travel as such. The new group fares will be available all year round, except during certain days in the peak season when there is exceptional demand for space. These will be during the 72 hours between 7 a.m. Friday and 7 a.m. Monday on eastbound services during May, June, and July; and westbound during August, September, and October. However, the limitation will not apply in both directions at any time.

The groups may be made up of 25 or more persons having a definite affinity as members of an existing organization or who assemble spontaneously. Group bookings can be made through travel agents, although agents may not create the groups or solicit membership. Children under 12 will be carried at half fare, but will count as only half a passenger in making up the group total. In the case of "affinity" groups, members of the party must have belonged to the organization concerned for at least 6 months before their travel commences; and in all cases, members of the immediate family and parents living in the same household may be members of the group.

Groups will be required to travel together on the same flights for their itinerary. Group travel reservations will have to be made 30 days in advance.

While North Atlantic fares are based on the London-New York sector, the airlines have agreed low group fares between New York and Montreal on the one hand and almost a hundred cities in the Eastern Hemisphere. Sample round-trip group fares on jet services will include: Between New York and Amsterdam, $326; Brussels, $326; Cairo, $579; Copenhagen, $349; Dublin, $284; Frankfurt, $349; Lisbon, $300; Madrid, $326; Paris, $326; Rome, $385; Tel Aviv, $592; and Zurich, $349.

Between Montreal and Amsterdam, $305; Brussels, $305; Dusseldorf, $328; Lisbon, $300; London, $279; Madrid, $326; Paris, $305; Rome, $364; Vienna, $353; and Zurich, $328.

Australia-U.S. Ocean Rates On Frozen Meat Reduced

CANBERRA.—The Australian, New Zealand, and South Sea Islands-Pacific Coast Conference has announced that its shipping freight rates for frozen meat in cartons and cases to Hawaii, and to U.S. and Canadian west coast ports, have been reduced by about 8%. The new freight rates became effective January 15.

No reason has been given for the rate reduction, but it is believed that the move is in response to the appearance of two new competitors in the west coast trade, the Swedish Lauritzen Line and the German Columbus Line. The new basic freight rate of 3.75 cents per pound now is the same as the rate to East Coast ports. The reduction is expected to encourage larger shipments to West Coast ports, but in view of the generally somewhat lower return for frozen meat in West Coast markets, it appears likely that any such shift would be small.

The Australian meat industry is pleased with the decision to lower the trans-Pacific freight rate. As Australian frozen meat is sold to the United States and Canada on a c.i.f. basis, the reduction means a similar increase in returns to exporters.—U.S. Embassy.

Italy May Build Nuclear Tanker

ROME.—Representatives of two Italian firms have signed a contract with EURATOM authorities for joint participation in a 2-year project for development of plans to construct a 50,000 ton nuclear-propelled petroleum tanker. The vessel is to have about 23,000 shaft horsepower and be capable of a service speed of 17 knots.

Associated in the project are the Italian Fiat company, producer of motor vehicles, and Ansaldo, the State-owned shipyard group. Fiat will develop plans for a nuclear reactor of a type yet to be determined and Ansaldo will develop plans for the tanker. Construction of the vessel in Italy may be undertaken in a later phase of the project.

Reactor types under consideration include: Pressurized water (PWR) with forced circulation; pressurized (PWR) with natural circulation; and boiling water (BWR) with indirect cycle. Fiat in the first 8 months will study each type of reactor before making a choice.

The study is expected to cost $3 million, of which EURATOM will contribute 40% ($1.2 million) for research and development. The two industrial groups will share the remaining costs. The Italian project for a nuclear vessel is understood to be one of four such programs in which EURATOM is participating. Contracts for two of these projects, both German (GKSS of Hamburg and Interatom of Bensberg), were signed with EURATOM earlier this year. The contract for the fourth design, with the Reactor Centrum Netherlands, was signed by EURATOM on December 1, 1961.—U.S. Embassy.

Uruguay Plans To Expand Electric Power Supply

MONTEVIDEO.—The Administracian General de las Usinas y los Telephonos del Estado (U.T.E.), an autonomous entity of the Government, plans to build eight 5,000-kilowatt gas turbine electric generating plants in the Montevideo area to cost $6 million, a new steam electric plant (Super Central with 125,000 kilowatts) to cost $28 million, and a new hydroelectric plant (Pasa del Puerto with 180,000 kilowatts) at $54 million.

A fifth generating unit (600,000 kilowatts), to cost $13 million, will be added at the Central Battle steam electric plant. The planned joint hydroelectric plant—Uruguay and Argentina, Salto Grande plant with 1,400,000 kilowatts—is still under consideration.—U.S. Embassy.

New U.S.-Bermuda Cable Service Begins

HAMILTON.—Fourteen channels of the recently completed US$9.1 million coaxial cable between the United States and Bermuda were opened for public use in January.

The cable, which will eventually provide 80 channels, is 850 miles long and it was laid in a joint operation sponsored by the American Telephone & Telegraph Co. in the United States and the Cable & Wireless (West Indies), Ltd. in Bermuda. The cable will facilitate communications not only with the United States but also, via the network emanating from Manahawkin, N.J., and from White Plains, N.Y., with Canada and the United Kingdom.—U.S. Consulate General.

Chile Gets IADB Loan For Irrigation Project

The Inter-American Development Bank has announced approval of a loan equivalent to $2,860,000 from its ordinary resources to the Government of Chile to help finance completion of an irrigation project in the province of Talca.

The Bank credit will be used to complete and expand a system of canals irrigating an area of about 180,000 acres in a zone bounded by the Rivers Claro and Maule, approximately 155 miles south of Santiago. Completion is slated for 1964.

Total investment amounts to 12.3 million escudos ($11,715,000), of which the Bank loan will cover about 24%. Up to $1,575,000 of the loan will be extended in dollars or currencies other than escudos. The equivalent of the remainder, 1,350,000 escudos, will be disbursed in Chilean currency.

The project will irrigate an area of 100,000 acres for the first time and will provide additional water and ensure its supply to another 80,000 acres. Principal products to be grown on the newly irrigated lands are beans, corn, fruits, potatoes, wheat, and sunflower and sugar beet crops. Part of the land will be dedicated to vineyards and grazing.

The loan will be for 20 years and will bear interest of 5¾% annually, including the 1% commission allocated to the Bank's special reserve. Repayment will be in 32 equal, semiannual installments, beginning 4½ years after the date of the signing of the loan contract. Repayment will be in the currencies lent.

Sweden Starts New Shipping Line to Caribbean Seaports

GOTEBORG.—The Swedish Orient Line in Goteborg has established a new shipping service, the Boomerang Cargo Lines, to operate between Australia and the West and North Coasts of South America, including ports at the Caribbean Sea.

The agreement between the Australian Commercial Ministry and the Goteborg shipping line prescribes one sailing every second month. If it appears after a year's operation that the line does not pay, the Australian Government will consider whether or not and to what extent the Swedish Orient Line can be compensated for the excessive expenses they have assumed in connection with the preparations for the new line.

The manager of the Swedish Orient Line gave the following three main reasons why the concession had been granted his company: The line's extensive and well developed net of agents; experience of the officers of their ships; and the suitability with regard to size, equipment, etc. of the two ships available for this particular route.

In order to ensure economic operations, the line will have to find profitable cargo for the return trips to Australia. Officials of the line anticipate that membership in the U.S. Atlantic and Gulf/Australian-New Zealand Conference will make it possible for the new line to obtain outgoing cargo for Australia from the Mexican Gulf ports.—U.S. Consulate General.

Grace Line To Operate Hydrofoil Ship 'Denison'

The Maritime Administration has announced the selection of Grace Line, Inc., as general agents for operation of the experimental oceangoing hydrofoil ship "Denison." This company's proposal was selected from thirty bids submitted.

Grace Line proposes to place the ship in commercial passenger and cargo operation between Port Everglades, Florida and Nassau, Bahamas. The Maritime Administration's decision was based on these factors: The proposed Port Everglades/Nassau route is considered ideal for hydrofoil craft operation; Grace Line is the most experienced of the applicants; and it is the most adjacent service to the builder's and engine manufacturer's facilities, an excelling advantage for purposes of inspection, adjustments and other problems.

The S.S. DENISON, which is under construction by Grumman Aircraft Corp., is nearing completion. Following an initial technical evaluation period of approximately six months, it will be converted for commercial use by Grace.

Sweden Plans Large Power Expansion

STOCKHOLM.—Various Swedish electric utility companies plan to add a total of 1.5 million kilowatts of hydroelectric generating capacity during 1963 through 1968. Information regarding the names of the planned hydroelectric plants, their capacity, date operation is to begin, and name of utilities that will build them are available through the loan of a brochure entitled "Power Supply in Sweden" by communicating with the Transportation and Insurance Staff, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Eight of the larger private and municipal companies have formed Atomkraftkonsortiet AKK (Atomic Power Group), in Stockholm, as a joint undertaking for nuclear power developments, with AB Atomkraftverk as the operating company. The consortium plans to place its first plant into operation in the middle sixties. Using slightly enriched uranium it will be of the boiling water, direct cycle type with a generating capacity of 50,000 kilowatts.—U.S. Embassy.

Australia Plans Irrigation And Hydroelectric Project

PERTH.—The Commonwealth and Western Australian Governments plan to build two dams on the Ord River to provide water for irrigation of about 200,000 acres and low-cost electric power in the Kimberly area at a total cost of $36 to $45 million.

The first stage of the project involves construction at the rocky Bandicoot Bar on the Ord River of a diversion dam which will provide sufficient water for irrigation of about 15,000 acres. The dam, 65 miles from Wyndham, is to be completed by November 1, 1962, at a cost of approximately $7 million.

The second stage includes the building of the main dam, 30 miles upstream from the diversion dam, with a final capacity of 3,500,000 acre-feet when additional gates are added at a later stage. The water surface of the main dam is estimated at 250 square miles.

Although surveys are not completed it is estimated that about 200,000 acres can be irrigated in the entire area. Plans also call for an underground hydroelectric power station at the main dam site. The average operating head at the dam is about 120 feet and under full development, allowing for an annual irrigation release of 750,000 acre-feet, some 300 million kilowatt-hours of electric energy would be available each year. At 30% load factor this is equivalent to an installed capacity of 110,000 kilowatts.

The catchment area of the Ord River up to the proposed damsite is no less than 17,800 square miles.—U.S. Consul.

Hamburg To Construct New Airport Serving Northern European States

HAMBURG.—The seaport of Hamburg is to receive its second international airport.

This one is to be between 2,500 and 3,000 hectares in area, large enough to permit the construction of two parallel 4,000-meter runways and a cross runway (1 hectare = 2.471 acres). It is expected to open for business in 1970.

Situated 20 miles north of the city, the new airport at Hamburg-Holstenfeld will be reached by a four-lane highway between Hamburg and Kaltenkirchen which is now under construction. It will complement the busy airport at Hamburg-Fuhlsbuettel, and operate under the same management.

In agreeing to this project, the two Land Government chiefs followed proposals made last October by a commission of experts, consisting of representatives of the four coastal States, Schleswig-Holstein, Niedersachsen, Bremen and Hamburg. Also represented were the Federal Ministry of Transport; the Bundesanstalt fuer Flugsicherung (Federal Agency for Flight Security); and the managing directors of the Bremen, Hannover, and Hamburg airports. The following are the most important points in the expert commission's report:

- For technological and security reasons there is a limit to the capacity of any airport, which cannot be increased at will through the construction of additional runways. Hamburg will reach this limit by 1970.
- Of all the locations studied, the area west of Kaltenkirchen is the best suited for the construction of an international airport. Sufficient land is still available to take care of future technological developments such as supersonic traffic. Approaches would be either over thinly populated areas or over water. The zonal border is sufficiently far away so as not to constitute a hindrance to traffic. By 1970 the highway network in the area will be or can be made adequate for the needs of a central airport.
- The proposal to place a new airport equidistant from Hamburg, Hannover, and Bremen was not supported because the location was considered to be too inconvenient for the majority of air passengers, particularly those having to change planes.—U.S. Consulate General.

Argentina To Build Long Gas Pipeline

BUENOS AIRES.—Construction in Argentina of a 1,716-kilometer (1,066-mile) natural gas pipeline by Saipem-Siderexport, composed of private Italian capital, and Ente Nazionale Idrocarburi (ENI), the Italian State hydrocarbon agency in Rome, has been approved by the Italian Government. The pipeline is to extend from Comodoro Rivadavia to Buenos Aires.

Cost of the pipeline to Gas del Estado, the Argentine State gas agency, including interest, will be about $315 million. Gas del Estado will operate the pipeline as stages of it are constructed and turned over to them. At completion of the final stage, an estimated 10 million cubic meters of gas daily could be delivered to the Greater Buenos Aires industrial complex.

Only pro forma approval of the Argentine Government is now necessary for work to begin. This approval was expected to have been granted by the middle of January.—U.S. Embassy.

Italy To Produce Own Railway Rolling Stock

NAPLES.—The cornerstone of a new plant to manufacture rolling stock for the Italian State railroads, was laid recently at Reggio Calabria. The new establishment is a joint venture of FINMECCANICA (the metalmechanical sector of the Italian Government Holding Company IRI) and FIAT. A new company O.ME.CA (Officine Meccaniche Calabresi S.p.A.), has been founded to operate the new plant.

The new plant will cost approximately 4 billion lire (1 lira=US$.001618), and will occupy an area of about 200,000 square meters. The railroad rolling stock will be used for the modernization program now under way. Production is expected to be initiated in 1963 and normal production level is expected by 1965/66. Initially, the plant will produce freight cars, passenger cars, and electric locomotives.—U.S. Consulate General.

Services . . .

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procurement activities of the Agency for International Development (AID), the financing programs of the Export-Import Bank, and the new insurance coverage available to U.S. exporters through the recently established Foreign Credit Insurance Corporation (FCIA).

The new FCIA protection, which became available February 5, is expected to bring many more American firms into the export field—firms who want to sell their products abroad but cannot afford the risk of having foreign purchasers default on their payments, or having political developments in the foreign country interfere with such payments. The new policies, issued by a group of 57 U.S. insurance companies and backed by the Export-Import Bank, will also help exporting firms obtain commercial loans, and provide U.S. companies the advantage that some foreign firms have enjoyed for years—that is, being protected by their governments against financial losses from export operations.

Each Field Office is involved in most of the group activities that are carried on, in the region and overseas, to promote and facilitate foreign trade. All types of companies throughout the country have found that participation in these activities is of very practical benefit to them in their foreign trade operations. I will mention some of these activities, and your own Field Office will be pleased to give you additional information on them.

Regional Export Expansion Committees.—Composed of leading figures in the export field, these Committees promote and aid foreign trade activity in their regions. The Field Office managers serve as executive secretaries of these Committees.

Foreign trade clinics, workshops, and seminars.—Hundreds of these are held each year throughout the country. Attendance is open to anyone interested in the field.

Trade Missions.—Last year U.S. trade missions were sent to 12 foreign countries. In 1962 the Commerce Department is sending 14 missions abroad.

Trade Mission Terminal Conferences.—At these open meetings, trade mission members returning from abroad present their own findings and impressions, providing regional businessmen an excellent opportunity to get first-hand reports on foreign business situations, leads on specific trade opportunities, and suggestions for expanding or improving their oversea operations. Twenty-one of these conferences were arranged by the Field Offices in 1961, with a total of about 1,700 persons in attendance.

Foreign Service Officer Debriefings.—These events, also arranged by the Field Offices, enable businessmen interested in international trade to hear the reports of U.S. Foreign Service Officers returning from their tours of duty abroad as U.S. commercial officers. At these sessions, much information is presented that is valuable and useful to U.S. exporters and importers. In 1961, 45 officers presented such reports in 18 U.S. cities.

Trade Fairs and Trade Centers.—Both of these offer sound, practical opportunities to American firms for developing oversea markets and increasing U.S. export business. Last year approximately 1,150 U.S. companies participated in 13 oversea trade fairs sponsored by the U.S. Government. About 300 companies displayed their products at the U.S. Trade Center in London, first of several to be opened. Virtually all these firms felt that the benefits received more than justified the effort and expense involved. Example: One insecticide manufacturer received a single order for $2 million from Egypt as a result of his participation in one of the fairs.

Foreign trade activities of the Field Offices, as measured by the volume of inquiries, increased by 9% in 1961. Secretary Hodges and all of us in Commerce are hopeful that 1962 will bring an even greater rise in such activities, as more and more U.S. firms decide to start or expand their export operations, and take advantage of the service and assistance that their regional Field Office is ready and anxious to render them.

In today's world, which is undergoing massive, fundamental changes economically as well as politically and socially, we believe that American business must widen its horizons and become a major supplier in all the markets of the world, if the American economic system—as well as many American firms—is to survive and prosper.

Coffee . . .

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be increased or decreased in accordance with estimated world imports.

Member countries subject to an export quota are required to establish procedures designed to insure compliance with quotas assigned. Coffee exported from countries with limited production as well as coffee shipped to specified importing countries of limited consumption may be exempted from quota provisions. Evidence as to the country of origin of coffee exports will be supplied by the exporting countries by means of a certificate of origin. Countries achieving outstanding success in the implementation of production control programs may be rewarded by receiving special consideration with respect to quota adjustments and priorities in receiving financial assistance from the International Coffee Fund.

Importing members would undertake to cooperate with exporting members in their plans for limiting the production of coffee and for the diversification of their agricultural economies. This assistance may be provided on a technical, financial, or other basis and may be extended under bilateral, multilateral, or regional arrangements. (See FCW, Oct. 26, 1959, p. 7; Aug. 8, 1960, p. 11; Nov. 7, 1960, p. 7; and Nov. 20, 1961, p. 23.)

Businessmen . . .

(Continued from page 330)

propositions. Desirable that he be conversant with establishment of tourist facilities.

Lumber, Wood Products Machinery.—Specialist in lumber, forest products machinery and equipment, with extensive knowledge of U.S. manufacturers-suppliers. Experienced in requirements and usages of such machinery, equipment and plant installations in various phases of the lumbering, sawmill and wood products industries. Able to emphasize the practical advantages of employing U.S. equipment. If possible, candidate should have specialized experience in tropical hardwoods. Knowledge of techniques for utilizing forest products for pulp making, wood fiber board, cellulose, carton container materials, also desirable.

Agricultural Cooperatives.—Widely knowledgeable of U.S. farmer cooperative programs. Able to discuss their organization, objectives, management and methods of operation, including purchase on a group basis of implements, seed, fertilizers and pesticides as well as guidance in their use. Qualified to discuss sources of supply and advantages of American-made implements, fertilizers, pesticides, and farm supplies in general. Also able to indicate advantages offered in cooperative marketing, including grading, preparing agricultural products for sale, bulk shipping, packaging and transportation. Qualified to explain the advantages in improving availability and terms of credit to member farmers.

ALL five countries gained their independence from France in 1960. Cameroun was formerly under French and British trusteeship. The other four were formerly French colonies. With independence, these nations have as a major goal the rapid development of their respective economies on a large scale. With these fast-moving developments, far-reaching and significant changes are occurring in trade, industrial and investment patterns that are vital to the U.S. business community.

In many cases, these are completely new markets for U.S. products and investment capital. In order to assist in the development of these countries on a basis profitable both to them and to American businessmen interested in overseas operations, it is essential that knowledge be gained for American business of these countries' needs in their development and of the products they have to offer to the world. A Trade Mission is a "natural" to assist in this effort.

World Technical Show Set in Turin

TURIN.—The XII International Technical Salon will be held September 22 through October 4, 1962, in Turin, Italy. This show will provide an excellent opportunity for Italian and foreign producers to exhibit the latest in technical and scientific equipment.

The XI International Technical Salon was held September 23 through October 5, 1961, and is considered to have been the most successful since 1950. An estimated one-half million persons visited the show. Participants reportedly totaled 1,384—955 Italian and 429 from abroad. Of the 1,384 exhibitors, 1,099 represented manufacturing companies, while 285 were commercial firms.

Of the 18 foreign countries participating, West Germany led with 145 exhibitors, the United States followed with 75, Great Britain with 62, and France with 56. The remaining foreign participating countries were Austria, Belgium, Brazil, Czechoslovakia, Denmark, East Germany, Japan, Switzerland, and Yugoslavia.

The volume of wholesale orders placed during the exhibition reportedly amounted to more than $8,051,000, representing the highest figure ever recorded by this show. The bulk of these sales involved the purchase of machine tools and industrial equipment of which about 20% was sold to foreign buyers.

Copies of the official fair catalogue and a list of U.S. exhibitors at the 1961 Salon are available on loan from the Trade Fairs & Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Florence Leather Goods Fair Offers U.S. Trade Potential

FLORENCE.—The Samples Exhibit of Footwear, Leather Goods, and Leather, to be held September 1-9, 1962, in Florence, Italy, offers export possibilities to U.S. manufacturers and exporters of machinery and supplies for the footwear industry and also for chemical products for the tanning and leather industry. The Fair management reports it has to date received reservations for space from more than 500 firms for the 1962 event, and plans an exhibit area of 20,000 square meters—twice that of the 1961 Fair.

Approximately 100,000 visitors were reported at the 1961 Exhibit. Of the 8,240 buyers, 1,240 were from: Australia, Austria, Belgium, China, Denmark, Finland, France, Germany, Great Britain, Kuwait, Netherlands, Sweden, Switzerland, Union of South Africa, and the United States.

Included in the 500 firms exhibiting were manufacturers participating in collective exhibits. Thirty-four buying agents and exporters maintained offices at the Fair.

The exhibit area comprised 10,000 square meters, where 190 firms showed footwear, 49 showed leather goods, 73 showed leather, and 92 firms exhibited machinery for the tanning and shoe industries and for the manufacture of leather goods, supplies and accessories for the shoe industry.

Copies of the Official Fair Catalog for the 1961 Samples Fair are available on loan from the Trade Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. Trade Center To Serve German Printing, Paper Fair

DUESSELDORF.—The management of the Fourth Drupa (International Printing and Paper) Fair scheduled for May 5-18, 1962, has announced a complete sell-out of exhibit space. The Fair, one of the most important of its kind in the world, takes place only every fourth year.

Since the U.S. Consulate at Duesseldorf will operate a Trade Information Center (TIC) at the 1962 Fair, an excellent opportunity is offered for American manufacturers and exporters of paper industry products to establish or expand sales in Germany and Western Europe. American firms desiring to market in Germany products which are allied to the field of paper and printing should furnish the Consulate General with complete details, including type of arrangement desired, prior to April 15th.

American exhibitors and business visitors should register at the TIC in order that inquiries directed to the Center may be channeled to appropriate parties. American manufacturers who already have agents or representatives in Germany should so inform the Consulate General. The staff of the TIC will actively pursue the interests of U.S. firms which are exhibiting in the Fair, as well as those which are unable to participate directly.

Publishers of appropriate trade journals are requested to send the American Consulate General at Duesseldorf as many copies of their publications as possible for use in the Center. Firms in the paper, paper converting, and printing industries are invited to send at least six copies of their descriptive literature, brochures, price lists and house organs. The material will be exhibited, and distributed on a selective basis to potential business prospects. Packages of publications, literature, etc., sent to the Consulate General, should be addressed to the attention of the Commercial Officer and should be marked internally "For use at DRUPA TIC".

They should be forwarded to reach the American Consulate General, Duesseldorf, Germany, no later than April 15, 1962.

U.S. To Show at Zagreb, Damascus Trade Fairs

The United States will participate this year in international trade fairs in Zagreb, Yugoslavia, and Damascus, Syria.

Confirmation of the two new exhibition locations brings to 14 the number of official U.S. participations announced to date. Two other sites are still under consideration.

The Zagreb International Trade Fair will be held from September 8 to September 23.

The Damascus International Trade Fair will be held from August 25 to September 28.

The two participations were announced by L. Edward Scriven, Director of the Commerce Department's Bureau of International Business Operations and of its Office of International Trade Fairs, which produces the U.S. exhibitions in cooperation with American industry.

The United States first participated in the Zagreb fair in 1956, and has mounted an Exhibition there each year since then. Previous peak attendance came in 1959, when 1,334,000 fairgoers visited the U.S. Pavilion.

The United States participated in previous Damascus fairs in 1956, 1959, and 1960, when attendance reached 1,028,000.

Other previously announced U.S. Exhibitions are: Tripoli, Libya, February 20-March 20; Osaka, Japan, April 5-25; Bulawayo, Federation of Rhodesia and Nyasaland, April 26-May 13; Casablanca, Morocco, April 26-May 13; Poznan, Poland, June 10-24; San Salvador, El Salvador, June 8-28; Izmir, Turkey, August 20-September 20; Thessaloniki, Greece, September 2-23; Djakarta, Indonesia, September 15-October 15; Plovdiv, Bulgaria, September 16-30; Karachi, Pakistan, October 12-November 20; and Lagos, Nigeria, October 27-November 18.

U.K. total imports of cotton during August-October 1961, amounted to 201,000 bales, down 11% from the 226,000 imported in the comparable period last season.

However, imports of U.S. cotton incerased to an estimated 88,000 bales in the period under review, from 76,000 bales in August-October 1960.

U.S. Copper Mill and Wire Mill Product Imports Down

U.S. imports of copper mill (brass mill) and copper wire mill products in 1961 each fell below those of the previous year by approximately one-third.

The 105.7 million pounds (metal weight) of copper mill products brought into the United States were the lowest in 5 years, due chiefly to sharp reductions in the imports of unalloyed copper products.

Imports of seamless copper tubes and tubing fell to 20.3 million pounds in 1961, down to 24.8 million pounds from 1960. The 4.7 million pounds imported from the United Kingdom were about one-third those of 1960 and the lowest since 1954. Imports from West Germany, totaling 5.9 million pounds, were down 19% while the 4.5 million from Canada, 1.5 million from Sweden, and 1.1 million from Japan were slightly more than half the 1960 quantities.

U.S. imports of copper rolls and sheets totaled 14.4 million pounds in 1961, 11.2 million below the previous year. Imports of 4.3 million pounds from Sweden, 2.1 million from Belgium, and 2.3 million from Canada during 1961 were about half the quantities received from each of these countries in 1960. On the other hand, the 3.8 million pounds shipped from the United Kingdom in 1961 was 27% above the previous year.

Copper rod imports were 500,000 pounds in 1961 as against 10.9 million in 1960. The chief U.S. suppliers in 1960 were Canada with exports to the United States of 2.2 million pounds, the United Kingdom with 2.6 million, and Chile with 2.4 million. In 1961, the United States imported only 32,000 and 31,000 pounds, respectively, from Canada and the United Kingdom and none from Chile.

In 1961, U.S. imports of all categories of alloyed brass mill products were below 1960 with one exception—imports of bronze rods and sheets totaled 2.2 million pounds against 900,000 pounds in 1960. The 1961 imports of 17.3 million pounds of brass rods, 22.6 million of brass sheet, plate, and strip, and 24 million of seamless brass tubes were 5 million, 2.2 million, and 3.7 million pounds, respectively, below imports for 1960.

Imports of covered copper wire totaled 7.7 million pounds (copper content) in 1961, down 4 million pounds from the previous year. The 2.1 million pounds imported from Spain in 1961 was an increase of 600,000 pounds from 1960 while the 500,000 pounds imported from Japan in 1961 represented a drop of about 4 million pounds.

ECSC Coal Production Dips

Coal production by European Coal and Steel Community member states totaled 229,963 million metric tons in 1961 or 1.7% less than in 1960, according to the High Authority.

The quantity mined in 1961 was the lowest since the start of the common market for coal and steel. This overall decline in Community output corresponds approximately to the 1961 decrease in consumption of 4.3 million tons. With this cut in production, the number of miners in the ECSC was reduced by 8%.

The tendency toward decreased consumption and production, along with reductions in the number of miners, seems likely to continue during 1962.

U.S. Aluminum Exports Plunge, Imports Gain

Reflecting the earlier buildup of inventories in foreign markets, U.S. exports of crude aluminum in 1961 were only 257 million pounds, a 55% drop from the 570 million pounds of 1960, according to BDSA. Foreign sales, however, still bettered the 1959 figure of 242 million pounds, while imports fell short.

Exports of aluminum scrap were up slightly for the year, totaling 165 million pounds against 159 million in 1960.

Exports of semifabricated shapes were up 45% to 68 million pounds from 47 million in 1960.

The decline in crude aluminum exports was in evidence for most of the past year, as the result of foreign inventories acquired in 1960. December shipments were 17.4 million pounds, compared with 18.9 million pounds in November. Aluminum scrap exports declined from 15.4 million pounds in November to 12.8 million pounds in December.

The 1961 imports of crude aluminum increased 29% to 399 million pounds from 309 million in 1960. The 1959 imports were 480 million pounds. Imports of semifabricated shapes increased 31% in 1961 to 109 million pounds from 83 million in 1960.

American Imports of Green Coffee Show Slight Rise

Total imports of green coffee into the United States in 1961 amounted to 2,962 million pounds valued at $962 million, compared with 2,919 million pounds valued at $1,003 million in 1960, an increase of 1.5% in poundage and a decrease of 4.1% in value, according to BDSA.

The 1961 imports of green coffee arrived from over 50 countries. African coffee exports to the United States increased 20% to a record 606 million pounds. Other areas of the world, except South America, also increased their exports to the United States. South America's share of the 1961 U.S. imports of coffee amounted to 61%.

Green coffee imports for December amounted to 283 million pounds valued at $87 million, compared with 242 million pounds valued at $83 million in December 1960, an increase of 17.1% and 5.2%, respectively, in poundage and value.

U.K. Container, Paper Box Imports Are Steady

Imports of paper boxes and other paper containers by the United Kingdom were valued at $1.2 million, with a volume of 68,843 cwt., in the first 6 months of 1961. The import value of these items in 1960 was $2.5 million with a volume of 144,505 cwt., according to U.K. trade statistics.

The major portion of U.K. imports of paper and cardboard boxes and cartons come from the Commonwealth and the Irish Republic. Of the total value of $1.1 million imported in 1958, $796,600 came from other Commonwealth countries and the Irish Republic, $21,493 from the United States, and the remaining $250,659 from other countries—notably the Netherlands and Sweden. The value of imports from the United States in 1958 increased 56% over the 1957 figure while the volume increase for the same period was 36%.

Exports of paper and cardboard boxes and cartons from the United Kingdom in 1958 were valued at $4.4 million; 66% of which was destined for other Commonwealth countries and the Irish Republic. Of the remainder, $125,027 was shipped to the United States and lesser amounts were exported to Denmark and Spain.

U.S. exports of corrugated and solid-fiber shipping containers as well as folding and setup boxes to the United Kingdom amounted to $53,129 for the first 9 months of 1961, according to U.S. Bureau of the Census figures. Total 1960 exports were $38,073.

Meanwhile, U.S. imports of paper and paperboard boxes from the United Kingdom were $81,044 for the 1961 period. The full-year 1960 imports were valued at $113,445.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

U.S. Light Plane Sales To Mexico Diminish

MEXICO, D.F.—The 1962 outlook for Mexican distributors of U.S. light aircraft is not promising. In the years 1958-60, the United States annually exported about $2 million worth of light aircraft to Mexico. For the first 9 months of 1961, U.S. exports amounted to $1,094,000, according to U.S. Bureau of the Census figures.

In the last half of 1961, Mexican quotas were imposed on light aircraft imports based on past sales. Mexican distributors of U.S. light aircraft have been paying duties of 2,000 pesos ($160) per unit plus 8% ad valorem. Under a new Mexican tax law, an additional 10% ad valorem tax now is being levied on aircraft, excluding parts. In addition, there is a 3% surtax of the duty.

These taxes coupled with the sluggish state of the Mexican economy, the likely increase in competition from the Mexican-produced LA-60 light aircraft, and increases in U.S. manufacturers' prices will probably slow the sales of imported light aircraft.

It is estimated that perhaps as many as 2,000 aircraft are in general aviation use in Mexico. Most of these are U.S. built and provide a continuing market for U.S. suppliers of parts and services. About 25% of these aircraft are used in agriculture. Over 20 firms provide nonscheduled and charter service.

The Mexican airlines fly mostly U.S. aircraft, though they also use some British aircraft. The airlines have not announced any plans for acquiring new aircraft but, in the future, will probably continue their preference for U.S. commercial aircraft.—U.S. Embassy.

Printing Plant Set Up In Republic of Guinea

CONAKRY.—Guinea's new government printing plant, located just outside Conakry and housed in a group of modern buildings, is now in partial operation. Financed by a Soviet loan, the plant was built under the supervision of East German technicians at a cost of nearly $2 million.

The plant has facilities for both hand and machine composition. The platemaking department is equipped to make offset plates and original and duplicate letterpress plates. In addition to a large rotary newspaper press, there is letterpress and offset press equipment for other work. The bindery is equipped for both hard-cover and pamphlet binding and also has carton-forming and imprinting machinery.

Production capacity for each 2 days of work is said to be 3.6 million copies of 48-page newspapers; 600,000 books of 320 pages; 960,000 pamphlets of 128 pages; 11.4 million sheets measuring about 8 by 12 inches; and large quantities of other printed matter.

The plant's facilities will be available to political, labor, and cultural groups elsewhere in Africa.—U.S. Embassy.

American Cellophane Imports in 19% Drop

U.S. imports of cellophane for the first 9 months of 1961 were valued at $595,294 This was a 19% decrease from the $736,671 imported in the comparable 1960 period.

In the third quarter 1961, U.S. imports of cellophane totaled 607,499 pounds valued at $154,196. This represented a slight gain in quantity but a decline in value, compared to second-quarter imports of 592,628 pounds valued at $121,928, according to U.S. Bureau of the Census figures.

The United Kingdom, the principal supplier of cellophane, shipped 270,075 pounds valued at $53,609 in the third quarter. This was a decline from the 327,024 pounds shipped in the second quarter.

The only other important suppliers were Canada and France. The third-quarter imports from Canada totaled 93,702 pounds valued at $13,119 while imports from France were 70,963 pounds valued at $12,574.

Guatemalan Imports of U.S. Medical Items Could Grow

Total U.S. exports of dental, medical, and X-ray equipment to Guatemala will amount to about $265,000 in 1961, as indicated by the value of exports for the first 9 months. Guatemalan medical facilities are expected to expand in the future which will increase the opportunities for sales of U.S. equipment.

The 1961 exports represent a decline of about 20% from the total U.S. exports in 1960, accounted for primarily in the areas of dental office and laboratory equipment, dental supplies, surgical appliances, and surgical apparatus.

In spite of this decline, the United States continues to be the major supplier of medical items to Guatemala, according to Guatemalan import statistics.

The Guatemalan Ministry of Public Health and the Guatemalan Social Security Institute both have plans for expanding their medical facilities. This, plus the rise in population and the increased stress on raising the standard of living of the people, indicates that there should be a considerably larger market for medical items in the future, according to the U.S. Embassy, Guatemala.

Grain-Storage, Distribution Program Started in Egypt

Approval of a $17-million U.S. Government loan to help launch the first phase of a grain-storage and distribution system in the United Arab Republic (Egypt) has been announced by the Agency for International Development. The loan will provide for purchases of goods and services in the United States.

Total cost of the program will be $41.2 million. The United Arab Republic has already spent the equivalent of $7 million for major silos that will be parts of the system, and will provide an additional $17.2 million for warehouses, and cold-storage and other facilities.

Egypt's grain-storage program involves the construction of 49 silos, of which 3 will be port facilities, 4 will be terminal facilities, 4 will be large distribution silos, and the remaining 38 will be smaller distribution silos. The project will be carried out in 2 stages. The first will consist of engineering work for the total project, plus the construction of the 11 large facilities. This is the portion of the project that will be assisted by the present AID loan. The smaller silos will be built later under separate financial arrangements.

The grain Egypt now imports is handled by hand and stored in piled sacks. Losses from insects, rodents, and spoilage are estimated at 128,000 tons, valued at $10 million per year. The new facilities are expected to cut such losses in half. This savings added to the savings resulting from more efficient operations, probably will enable the storage project to pay for itself in 10 years.

The feasibility study on which the project is based was made by Weitz-Hettelsater Engineers, of Kansas City, Mo. A U.S. consulting engineering firm will be engaged to prepare the final project plan and supervise construction. The actual construction work will be done by contracts awarded after competitive bidding in which both American and Egyptian contractors will be eligible.

The new Finnish titanium dioxide plant, Vuorikemia Oy (FCW, 12/25/61, p. 45) is also represented in the United States by the Huxley Development Corp. of New York City.

The Huxley company handles sales to plastic, floorcovering, and mineral industries while the Irving M. Sobin Chemical Co., Boston, handles sales to all other industries.

U.S. rice exports from August through November 1961 declined 39% from those in the same period of the preceding year, according to the Bureau of the Census.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

February

26.—Tacoma Export Expansion Seminar (second session): Developing the Export Market. Tacoma Vocational-Technical Institute, Tacoma, Wash.

26-27.—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

27.—Export Clinic, Federal Building, Phoenix, Ariz. Subject: How an Order Is Paid For. Sponsor: Arizona Regional Export Expansion Committee.

28-Mar. 3.—International Automotive Service Industries Show. Navy Pier, Chicago, Ill.★

28.—Briefing session: Legal Problems in Doing Business With Japan. International House, 470 Atlantic Ave., Boston, Mass. Sponsor: Japan Society of Boston, Inc.

28.—Junior Chamber of Commerce dinner meeting, Radisson Hotel, Minneapolis, Minn. Speaker: Howard C. Peterson, Special Assistant to the President for Trade Policy.

March

1.—Monthly dinner meeting, World Trade Club of St. Louis, Inc., St. Louis, Mo. Commerce speaker: Claude Courand, Bureau of International Programs. Subject: Economic Aspects of the Alliance for Progress.

1.—North Africa-Middle East Seminar, Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.

2.—Foreign Trade Seminar, Provident Tradesmens Bank and Trust Co., Philadelphia, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

5.—Special opening luncheon meeting, World Trade Club, World Trade Center, Houston, Texas. Sponsor: Houston World Trade Association.

5-9.—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.

6-7.—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

7-8.—Atlanta Regional Export Training Workshop, Atlanta Biltmore Hotel, Atlanta, Ga. Sponsors: Atlanta Regional Export Expansion Committee and Small Business Administration. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

13.—Export Expansion Seminar, Blackstone Hotel, Chicago, Ill. Sponsor: Barley and Malt Institute. Commerce speakers: Jacob Schaeffer, Business and Defense Services Administration; James M. Weldon, Chicago Field Office.

15.—Chicago International Trade Club monthly luncheon. Panel discussion: Exporting Versus Manufacturing Abroad.

15.—Seminar on Political, Economic, Social Trends in Iran, Israel, Italy. Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.

17.—Quarterly meeting, Texas International Trade Association (TITA), Austin, Texas.

19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.

27-28.—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

April

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association.

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; L. Edward Scriven, Director, Bureau of International Business Operations.

Tariff Commission Completes Investigation of Clothespins

The U.S. Tariff Commission has made a finding, as the result of escape clause investigation No. 7-110, that standard (slotted) clothespins of wood are not being imported into the United States in such increased quantities, either actual or relative (to domestic production), as to cause or threaten serious injury to the domestic industry producing like products. The Commission therefore made no recommendation to the President for modification or withdrawal of the concession applicable to standard clothespins.

Standard (slotted) clothespins of wood are dutiable under paragraph 412 of the Tariff Act of 1930. Under that Act such clothespins were originally dutiable at 33⅓% ad valorem. Pursuant to a concession granted under the General Agreements on Tariffs and Trade, they are now dutiable at 15% ad valorem.

Guinea, U.S. Sign Sales Agreement on Wheat, Rice

Agreement has been reached between the Governments of Guinea and the United States on a program under Title I, Public Law 480, for sale of about 772,000 bushels of wheat and/or wheat flour valued at $1.2 million, and about 992,000 hundredweight of milled rice, $5.4 million. Ocean transportation is estimated at $0.9 million.

Proceeds from this sale are to be used for loans for economic development, payment of U.S. obligations abroad, and for various U.S. purposes.

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Export Expansion—A Basic Responsibility Of Commerce Field Offices

TO provide practical, business-like services to American firms interested in international trade the U.S. Department of Commerce Field Offices are staffed with experienced international trade specialists, who are prepared to provide current and authentic information on the opportunities and prospects in export trade. This service, available not only to those presently engaged in this trade but also to firms interested in developing such business includes information and assistance on:

Establishment of Foreign Market Connections, including lists of buyers and suppliers, with business information on such firms, and specific business opportunities.

Trends and Developments on economic and commercial conditions, exports, imports, and international finance.

Procedures and Documentation Requirements relating to import and exchange quotas and controls, import licensing regulations, tariff rates, and administrative customs orders affecting specific U.S. products.

Administration of Export Control requirements concerning licensing and documentation of export shipments and clearance in emergencies.

Foreign Government Procurements and current programs and services of the Agency for International Development and the Export-Import Bank.

Commerce Field Offices can be of help to you on your foreign trade problems; you are invited to make use of them.

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